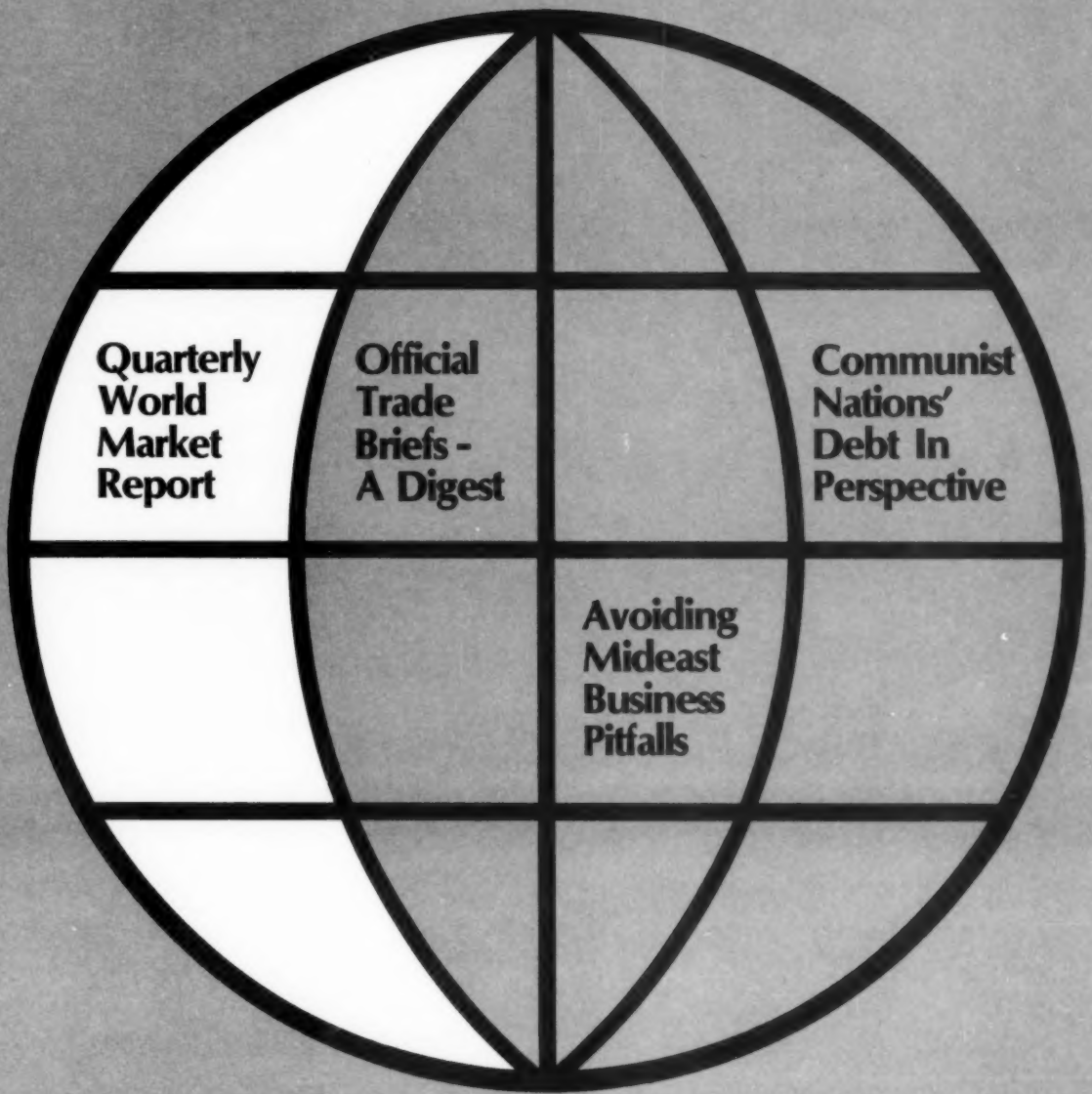
COMMERCE AMERICA

U.S. Department of Commerce / August 28, 1978


Quarterly World Market Report
Official Trade Briefs - A Digest
Communist Nations' Debt In Perspective
Avoiding Mideast Business Pitfalls

International Tourism Growth Gives Lift To General Economic Scene

Two years after passing the $30 billion mark, international tourism payments in the major industrialized nations (members of the Organization for Economic Cooperation and Development) exceeded the $40 billion level in 1977. The year's increases for receipts and expenditures were 23 and 17 percent, respectively, compared to 7 percent rises in the previous year's period.

In most OECD countrise, the 1977 increase in international receipts was much greater than the rate of inflation as measured by local consumer price indices.

OECD figures for the early months of 1978 show further increases, but the trend for the year will not be apparent until the results are known for the summer tourist season.

The current effects of tourism on general economic conditions have prompted this comment from the OECD: "Government measures in the field of tourism supply and demand, regulations, social measures and public funding are all increasingly the subject of consultations with regional and local authorities, trade associations and consumer groups. The decisions taken can therefore be integrated more effectively into the global and regional plans for economic and social development. In some countries, the impact on tourism of certain general economic policy measures has been examined in order to eliminate their eventual adverse effects on this sector of the economy. The approaches adopted and the resources employed may, on the whole, be expected to give fresh impetus to international tourism in 1978."

International Tourist Receipts And Expenditures

(Rounded figures in millions of US$)

	Receipts			Expenditures		
OECD Member Countries	**1976**	**1977**	**%**	**1976**	**1977**	**%**
Austria	3,146	3,708	+17.9	1,518	2,062	+35.8
BLEU (Belgium-Luxembourg)	842	993	+17.9	1,424	1,635	+14.8
Denmark	803	940	+17.1	748	942	+25.9
Finland	323	352	+ 9.0	317	355	+12.0
France	3,639	4,377	+20.3	3,434	3,920	+14.2
Germany	3,205	3,804	+18.7	8,851	10,805	+22.1
Greece	824	981	+19.1	90	89	— 1.1
Iceland	12	15	+25.0	17	27	+58.8
Ireland	259	323	+24.7	188	237	+26.1
Italy	2,525	4,762	+88.6	707	894	+26.4
Netherlands	1,061	1,110	+ 4.6	1,977	2,454	+24.1
Norway	406	476	+17.2	644	861	+33.7
Portugal	317	404	+27.4	140	135	— 3.6
Spain	3,083	4,003	+29.8	404	533	+31.9
Sweden	353	446	+26.3	1,079	1,245	+15.4
Switzerland	1,679	1,943	+15.7	936	1,114	+19.0
Turkey	181	205	+13.3	208	269	+29.3
United Kingdom	2,899	3,805	+31.3	1,795	1,921	+ 7.0
A. Total Europe	25,557	32,647	+27.7	24,477	29,498	+20.5
Canada	1,641	1,616	— 1.5	2,589	2,829	+ 9.3
United States	5,806	6,164	+ 6.2	6,856	7,451	+ 8.7
B. Total North America	7,477	7,780	+ 4.1	9,445	10,280	+ 8.8
Australia	295	343	+16.3	628	580	— 7.6
New Zealand	154	155	+ 0.6	231	281	+21.6
Japan	312	424	+35.9	1,664	2,151	+29.3
C. Total Australasia-Japan	761	922	+21.0	2,523	3,012	+19.4
D. Total (A+B+C) OECD Countries	33,765	41,349	+22.5	36,445	42,790	+17.4
Yugoslavia	802	841	+ 4.9	N.A.	N.A.	

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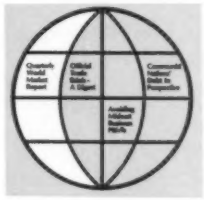

COVER: Four articles chosen for special attention in this issue illustrate the variety of interests of the magazine: 1) the U.S. competitive position in world markets; 2) Washington official actions affecting trade; 3) the special factors that apply in East-West trade, and 4) factors in another special trade area, the Mideast.

U.S. DEPARTMENT OF COMMERCE

JUANITA M. KREPS
Secretary

SIDNEY HARMAN
Under Secretary

FRANK A. WEIL
Assistant Secretary for Industry and Trade

ROBERT B. AMDUR
Director, Office of Public Affairs, Industry & Trade Administration

CLARENCE M. ZENS
Editor

Staff Writers:
Douglas F. Carroll, Margaret L. Hanson.

Charles Messina, Jr.
Graphics Coordinator

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Imports From U.S. Rise, Though Shares Decline, In Many Markets

The value of imports rose in more than four-fifths of the leading trading nations of the world in the latest 12 months for which data are available. Of those 33 countries in the table on page 3 which have now reported trade for some months of 1978, growth in imports in the past 12 months has generally been strong. Increases over the preceding 12 months were mostly in the double-digit range, measured in U.S. dollars, with seven nations reporting rapid expansion in purchases from abroad of over 20 percent. Exceptions to that pattern among the largest industrial countries were Japan and Canada, with import growth through June of only 6 percent, and Italy, with a 5 percent rise.

It should not be overlooked that a few of the 33 nations reporting current trade data bought less from abroad than 12 months earlier, though with two exceptions, the declines in imports were modest. Sweden, Spain, and Brazil purchased 2-3 percent less; only South Africa and Turkey reduced imports by more than 10 percent.

Seven nations reported expansion in imports of more than 20 percent.

Imports from the United States increased in value in three-fourths of the countries listed in the accompanying table with data for the current year. In some major areas, the growth was modest indeed; Japan and Mexico, for example, increased their purchases from the United States by only 1 percent in the last 12 months. On the other hand, the United Kingdom took 16 percent more U.S. goods than a year earlier, Switzerland, almost a third more, and Korea about one-fifth more.

Despite substantial growth in sales to many countries, the U.S. share of the import market rose in under half of the 33 nations this year. The rise in the value of exports from other sources more often than not outpaced the increases in purchases from the United States.

Share rises in Sweden, Switzerland

Of the free world's ten largest trading nations, the U.S. market share rose only in Sweden and Switzerland, while remaining basically unchanged in the Canadian and British markets and declining in the other six. Swedish imports from all sources dropped marginally in value in the 12 months ending March, but purchases from this nation rose by 6 percent. The improved U.S. position was aided by the greater competitiveness of U.S. goods relative to European supplies and by Sweden's industrial modernization program which provided new demands for advanced machinery available here. The improvement in the U.S. share position in Switzerland in the year ended June was modest, and may have stemmed in part from the better U.S. position resulting from the dollar depreciation.

The Federal Republic of Germany, which is the largest importer after the United States, boosted its imports in dollar terms by 16 percent through May, although the growth in D-marks was quite small. Imports from the United States rose much more modestly, as greater quantities of U.S. office machines, electrical equipment, and motor vehicles were partially offset by declining demand for corn and reduced imports of coal because of the U.S. strike.

Four other nations in this group—the United Kingdom, France, Belgium-Luxembourg, and the Netherlands—registered total import growth of from 10 to 15 percent. French and Benelux purchases of U.S. products grew much more slowly, reducing the U.S. share of those markets. U.S. imports into the Netherlands rose by only 3 percent in the 12 months ending March. Increased inflows of U.S. oilseeds, ores, concentrates, and metals were largely offset by sharply reduced demand for corn and other products, and a falloff in coal deliveries. Though the value of U.S. products sold to Belgium-Luxembourg increased by 7 percent, it did not prevent a decline in the U.S. position. The Belgian economy has not grown rapidly in 1978, but demand increased for U.S. business machines, pharmaceutical supplies, soybeans, and fertilizers. French imports of U.S. aircraft, fertilizer, and pharmaceutical preparations increased in the 12 months ending May, although smaller purchases

WORLD MARKET REPORT

The 43 markets shown below accounted for 84 percent of total imports into all free-world markets and 83 percent of imports from the United States in 1977

Values in millions of dollars — Published quarterly

Importing country	1977 Imports			1978 Imports January through latest month				Import change in latest 12 months*	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %
Germany, Fed. Rep.	101,457	7,336	7.2	May	47,608	3,274	6.9	+16	+ 5
Japan	71,337	12,499	17.5	June	37,682	6,798	18.0	+ 6	+ 1
France	70,496	4,894	6.9	May	33,258	2,379	7.2	+10	+ 4
United Kingdom	63,677	6,443	10.1	June	38,185	4,127	10.8	+15	+16
Italy	47,544	3,282	6.9	Apr.	15,708	1,027	6.5	+ 5	− 8
Netherlands	45,737	3,892	8.5	Mar.	12,511	1,038	8.3	+11	+ 3
Canada	42,306	28,654	67.8	June	22,932	15,651	68.2	+ 6	+ 6
Belgium-Luxembourg	40,269	2,426	6.0	Mar.	11,207	636	5.7	+12	+ 7
Sweden	20,121	1,438	7.1	Mar.	4,616	374	8.1	− 2	+ 6
Switzerland	17,979	1,212	6.7	June	11,293	815	7.2	+28	+31
Spain	17,835	2,156	12.1	May	7,412	1,006	13.6	− 2	−12
Austria	14,244	425	3.0	May	6,151	198	3.2	+19	+24
Iran	13,934	2,205	15.8	...	...	...	...	+ 8	+ 3
Australia	13,634	2,831	20.8	Mar.	3,563	726	20.4	+ 7	+ 6
Brazil	13,315	2,582	19.4	May	5,704	1,202	21.0	− 3	− 2
Denmark	13,254	762	5.7	May	5,842	329	5.6	+ 5	+ 6
Norway	12,874	786	6.1	Apr.	4,027	262	6.5	+ 9	+11
Korea, Rep. of	10,811	2,447	22.6	May	5,256	1,081	20.6	+25	+19
Singapore	10,471	1,324	12.6	May	4,895	607	12.4	+18	+23
Hong Kong	10,439	1,308	12.5	Mar.	2,837	351	12.4	+17	+13
Yugoslavia	9,634	545	5.7	May	4,212	247	5.9	+18	+16
Taiwan	8,522	1,968	23.1	Apr.	3,102	662	21.3	+16	+11
Finland	7,527	352	4.7	Apr.	2,377	120	5.1	+([1])	− 9
Greece	6,854	350	5.1	...	...	...	...	+13	−15
South Africa	6,346	1,211	19.1	Feb.	1,204	183	15.2	−13	−31
Indonesia	6,230	777	12.5	...	...	...	...	+10	−21
Turkey	5,796	503	8.7	June	2,273	122	5.4	−11	− 1
Mexico	5,487	3,495	63.7	Mar.	1,403	801	57.1	+([1])	+ 1
Ireland	5,408	476	8.8	May	2,829	222	7.8	+30	+10
Portugal	4,926	499	10.1	Mar.	1,243	159	12.8	+22	+58
Egypt	4,815	788	16.4	...	...	...	...	+26	+26
Israel	4,810	956	19.9	Mar.	1,442	226	15.7	+22	+ 7
Philippines	4,216	842	20.0	Feb.	724	139	19.2	+ 9	+ 2
Thailand	[2]4,201	[2]522	[2]12.4	...	...	...	...	+30	+21
Malaysia, West	4,025	[3]495	[3]12.3	Apr.	1,494	196	13.1	+20	+26
Argentina	[2]3,763	[2]698	[2]18.5	...	...	...	...	+33	+43
New Zealand	3,361	460	13.7	...	...	...	...	+ 3	+ 1
Morocco	[2]2,898	[2]163	[2]5.6	...	...	...	...	+20	−10
Pakistan	2,454	285	11.6	Apr.	1,034	115	11.1	+24	−18
Iraq	[4]2,317	[4]108	[4]4.6	...	...	...	...	− 5	−34
Bahrain	2,032	135	6.6	Jan.	174	7	4.0	+19	−18
Trinidad and Tobago	1,788	371	20.8	...	...	...	...	−11	− 4
Jamaica	861	316	36.7	Jan.	78	35	44.7	− 5	− 4

Note: The countries shown above include the 43 major importers of U.S. merchandise in 1977 for which current data are available. Certain major markets for U.S. merchandise, such as Saudi Arabia, Venezuela, Nigeria, and India are not included in this issue because their import data for 1977-78 have not been received. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for Australia, Brazil, Canada, Philippines, and Republic of South Africa.

* Compared with preceding 12 months. [1] Less than 0.5 percent. [3] January-November. [2] Estimated. [4] January-September.

Source: Official trade statistics of listed countries.

Exceptionally large purchases of U.S. goods were made by Malaysia, Singapore and Korea.

of feedgrains, cotton fabrics, and coal held the rise in the total value to 4 percent.

A 16 percent rise in British purchases here left the U.S. share of the rapidly expanding British market unchanged. U.K. demand was particularly strong for statistical machines, scientific instruments, and aircraft. Gold imports also rose considerably. British industrial production has expanded steadily in 1978, giving rise to increased import demand.

In the 12 months through June, Japanese demand for U.S. products was virtually unchanged. Reduced imports of wheat, lumber, and aircraft were roughly balanced by greater arrivals of meat, soybeans, and office machinery. Although the Japanese economy grew relatively strongly in the first quarter, with real gross national product rising by 2.4 percent over the preceding quarter and domestic consumption increasing by 2.1 percent, that growth has been little reflected in the country's imports.

The U.S. share of the Canadian import market also remained unchanged in the year ending June, as purchases from both the United States and other sources increased by 6 percent. Canadian imports of U.S. goods were especially strong in passenger automobiles, trucks, automotive parts, electronic computers, and telecommunications equipment. Capital equipment imports increased, despite declines early in the year in government and private investment which helped slow Canadian economic growth from the rapid rate of the final quarter of 1977.

The Italian economy has staged a strong recovery from the 1977 recessionary period. The unemployment rate has decreased and the trade deficit narrowed. While imports in the year ended April increased modestly over the preceding 12 months, the value of purchases from the United States declined by 8 percent. Particularly sharp declines were recorded for imports of wheat, corn, and ferrous scrap, more than offsetting increases in arrivals of machinery and parts.

Among the smaller developed countries, the United States increased its market share in Austria, Portugal, Norway, and Turkey and showed little change in position in Denmark. Its share declined in six of the smaller developed countries. South African purchases from the United States showed the largest drop—31 percent—as total imports fell by 13 percent. U.S. rice, electrical generating equipment, aircraft, excavating machines, railway equipment, and trucks were among the goods for which sizable declines were recorded.

Many of the developing countries had not yet reported trade data for any part of 1978 when this report was prepared. Of the 12 from which some current data had been received, the U.S. share position in five nations' imports rose slightly. Most of the increases were marginal, and in some cases they represented smaller declines in imports from the United States than in imports from elsewhere. Nevertheless, there were exceptionally large increases in purchases here by Malaysia, Singapore, and Korea. One of the leading third-world traders, Hong Kong, recorded a 13 percent rise in the value of its American imports, led by aircraft, cotton, plastics, and synthetic resins. However, an even greater increase in goods arriving from other sources caused the U.S. share of Hong Kong's market to fall. Mexico, the largest U.S. customer among the non-OPEC developing nations, reported little change in the value of its purchases from the United States and in the U.S. share of the import market. Greater demand for U.S. feedgrains, aircraft, and automotive parts for assembly was more or less offset by smaller inflows of scrap, steel, oilfield equipment, and radios, TVs, and photographic equipment.

Pitfalls In Mideast Trade: Myth Or Reality?

A Followup Discussion To Aug. 14 Articles On Opportunities In That Area

The oil-rich countries of the Near East and North Africa hold a wealth of opportunities for enterprising firms to sell almost every conceivable product and service, as the featured articles on water resource equipment and services related in the Aug. 14 issue of *Commerce America*.

However, companies interested in taking advantage of these opportunities, particularly design, engineering, and construction companies that must operate in the country to which they are selling their services, must be aware of the difficulties they face. With thorough preparation and aggressive salesmanship, the markets of the Middle East will prove to be very lucrative even to smaller firms, while lack of awareness and planning can bring venturers close to financial disaster.

In this article, Commerce trade specialist Cherie Loustaunau points out some of the most frequently encountered pitfalls and suggests ways to find them and avoid or go around them. They involve dealing with unfamiliar customs and are aggravated by a combination of U.S. and foreign government regulations that require the contractor to assume more risk than he is accustomed to taking for jobs at home and by stiff competition from third country firms. Furthermore, disagreements must be settled in surroundings that are unfamiliar to the U.S. company since the arbitration of disputes by international arbitrative bodies is not widely accepted.

Often the first difficulty a firm faces in trying to do business in the Near East and North Africa is that of deciding what type of local representation should be established and with whom. The newspapers in the United States and abroad have been full of stories on abuses of the sales agent system, which is a way of doing business that is centuries old in this part of the world. These abuses have led a few countries, notably Algeria and Iraq, strictly to enforce a ban on the use of agents or severely to limit their area of operation. Other countries have passed laws that would restrict the use of agents but the implementation of the laws is erratic or nonexistent. Saudi Arabia and Iran ban the use of agents for sales made to the military.

Nevertheless, some form of local rep-

resentation is either required or advisable in all the countries, except Algeria. A local representative is not only useful in monitoring upcoming projects and helping in the negotiations for the all important contract. He is also essential to getting hotel and travel reservations and setting up appointments on the many visits that should be made to establish personal contact with potential clients. In many of the countries (Saudi Arabia, Jordan, Kuwait, Iran, Egypt, Morocco, Oman, Qatar, and the United Arab Emirates), joint ventures or partnerships are the most advantageous forms of relationship and may be required for foreign companies which will be operating in the countries. The local partner can assist in maneuvering through local customs and regulations, he may accept some of the risk of the project, and he will be able to assist in finding local labor and materials if that should be necessary.

Whatever the form of relationship, the local representative should be chosen with care and the laws applying to representation should be thoroughly researched. The representative can make or break an outside firm in his country and, unless the termination of the relationship with a prominent local firm is mutually acceptable, chances of getting a new representative in the country may be terminated as well.

Having established local representation, a company begins to look at specific projects and the terms required in the contracts. In the first place, the contracts in this part of the world, even those for design, engineering, or consulting services, are seldom awarded through negotiation with just one or two companies as they are in the United States. Prequalification procedures may narrow the field to five or six companies, but in almost all cases, these companies must prepare bids. After bids have been submitted and reviewed, negotiations then take place with the one or two lowest bidders over the final terms of the contract.

Secondly, all of the countries' regulations require that provisional guarantees or bid bonds in the form of unconditional bank guarantees be submitted with the bid. In addition, though there are notable exceptions, performance guarantees, generally ranging from 5 to 20 percent of the value of the contract, must also be in the form of unconditional bank guarantees backed by a letter of credit drawn on the contractor's bank. Only Israel, Jordan, and Tunisia routinely accept surety bonds as performance guarantees. Saudi Arabia will accept surety bonds if they are payable on demand and cover 25 percent of the value of the contract. However, Saudi Arabia does not require performance guarantees at all on consulting work or from contractors in a joint venture in which the Saudi partner has at least 60 percent of the equity. Iran has accepted surety bonds in a few cases and only requires the guarantees for construction projects.

The bonding requirement is also a problem when it comes to accepting advance payments. Many of the countries will provide advance payments, but in most cases they must be backed by the unconditional bank guarantee. There generally are regulations that govern the amount of the advance payment. However, the agreed sum usually reflects the persistence and skill of negotiators.

A third problem area has been that of the price of the contract. Because of a shortage of personnel trained to monitor contracts, almost all countries have in the past required fixed price bids even for consulting work. This practice has begun to change somewhat as local personnel become more experienced in managing huge contracts. For instance, Algeria has agreed to cost-plus-fee contracts for very large projects in the oil and gas sector and Saudi Arabia has recently revised its regulations to allow cost-plus-fee for project management. In addition, most countries are allowing some form of escalation clause for large construction projects extending over several years. Though regulations are still on the books requiring fixed price or lump sum bids, the price terms of the final contract are more and more set by negotiation.

Labor supply problems

The final area of difficulty to be discussed here pertains to providing the labor and materials for large construction projects and labor to operate and maintain the facility once a project is completed. Productive labor is usually not available in sufficient numbers to build large-scale facilities. Rather than allow their relatively sparse populations to be further overwhelmed by expatriates, most of the countries on the Arabian Peninsula require contractors to import expatriate labor in large groups, to provide their housing, food, and entertainment for the duration of the project, and to see that they leave when the project is completed. In all of the countries, local labor must be trained to operate and maintain complicated infrastructure and industrial facilities.

Almost all materials and equipment to build and operate these facilities must also be imported. Procurement of the equipment and materials and shipping, unloading, and storing it must also be considered. Though there has been significant improvement in port handling facilities, they are still often less than adequate.

Despite the above difficulties (and the list is not exhaustive), engineering and construction companies do find the Near East and North African markets to be very profitable if they approach them fully prepared. Rule No. 1 is to do the appropriate homework. Choose the country and project carefully and be fully aware of the costs involved. The Commerce Action Group for the Near East, (CAGNE) has a staff of country specialists to provide background on conditions of doing business in each of the countries. CAGNE's Business Facilitation Staff provides up-to-the-minute information on projects currently being bid. CAGNE also has compiled several publications, including "An Introduction to Contract Procedures in the Near East and North Africa" which addresses the regulations discussed above for each of the countries. The CAGNE staff can be contacted by calling 202-377-4441 or writing: Commerce Action Group for the Near East, ITA/BED, U.S. Department of Commerce, Room 3203, Washington, D.C. 20230. Also, firms are advised to get good legal advice; the fee paid to a good lawyer, well-versed in Middle Eastern law, is an investment that will pay large dividends in the long run.

Secondly, do whatever is possible to minimize risks. Take the type of job in which the firm excels (do not experiment with a new capability in the Near East) and, if possible, get started by doing projects for the U.S. Army Corps of Engineers or the Arabian American Oil Company (ARAMCO) in Saudi Arabia or on projects funded by the U.S. Agency for International Development (USAID) or other international organizations in some of the other countries. Companies that are new to the market can also minimize their risks by joint-venturing on their first project in the Near East and North Africa with a larger firm or one with experience in the area.

Finally, when sitting down to negotiate that contract, be patient and persistent and keep the lawyer on hand. After having spent a lot of time in the country in seeking the contract, it is now necessary to spend a lot of time in completing the final touches. Negotiating or bargaining is a finely tuned and highly regarded skill in this part of the world. There may be some flexibility in much of what appears to be cast in concrete. It is an advantage to go into the negotiations knowing what can be stretched. When everything is agreed on, be sure it is clearly written in the contract, and if the legally binding contract must be in a language other than English, make certain to have it translated by a reputable company.

IN PERSPECTIVE

Communist Nations' Hard Currency Debt

As is apparent from today's headlines the current East-West economic landscape includes many pockets of controversy. One of these that continues to get wide notice is the discussion over the levels of external debt carried by the communist countries.

In the U.S. international business community, questions are being asked: why has this debt built up so visibly in recent years? What is the creditworthiness today of the communist countries? Are the liberal lending practices of Western institutions likely to continue?

In a new study, "Communist Country Hard Currency Debt In Perspective," analyst Lawrence H. Theriot of Commerce Department's Industry & Trade Administration has submitted some observations designed to stimulate discussion, while not necessarily reflecting official views.

The ability of communist countries to service their debts through export earnings compares favorably with other developing economies of comparable size.

The major buildup of hard currency indebtedness by the communist countries in recent years has been a normal and expected economic consequence, Commerce Department analyst Lawrence H. Theriot believes, of the following factors:

► A new commitment in the early '70's by the communist countries to expand economic ties with the capitalist West;

► Implementation of plans for rapid domestic economic development fueled by intensive industrial investment;

► Communist country prohibitions on foreign direct investment and a consequent preference for debt-type capital inflows.

Theriot makes a point of comparing the external debt of the communist countries with that carried by selected countries commonly given the designation LDCs—the developing nations of Latin America, Africa and the Far East. He finds the total moderate, in comparison. Similarly, he judges that the ability of the individual communist countries to service their debts through export earnings compares favorably with other developing economies of comparable size. Other things being equal, the creditworthiness of the communist countries is also enhanced by the unique institutional framework of their centrally planned systems.

Theriot notes that in apparent recognition of these factors, international bankers have generally found that lending to these countries can be highly attractive. U.S. banks have concurred in the assessment and have made substantial loans in this field. However, in doing so, they have committed only small amounts of their available capital bases. This generally positive assessment about the suitability of lending to the communist countries continues up to the present day, and is reinforced by ample availability of funds in international financial markets.

Looking to the future, however, Theriot believes that the current favorable market conditions could be temporary and international banks are unlikely to continue the rapid expansion of lending to these nations indefinitely. For U.S. banks, legal limits on lending related to individual banks' equity capital could act to limit loans to some of the countries, particularly the USSR and Poland. Indeed, some banks may have already reached their internally established country limits which are usually substantially less than the legal limit, Theriot comments.

While additional loan capital appears to be available now, in the long run the continued growth of East-West trade cannot be financed indefinitely by borrowing. If their economic relations with the capitalist West are to continue growing, the communist countries must expand and diversify their hard currency earnings from exports and/or allow for inflows of capital through direct investment, in Theriot's view.

Because it has not incurred any significant hard currency debt, the People's Republic of China is not included in Theriot's study, which centers on the CMEA countries: USSR, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, and Cuba. CMEA is the Council for Mutual Economic Assistance.

Trade by the industrialized Western countries with this group of nations has increased dramatically since 1972, up by 165 percent through 1977. Growth, however, has not been symmetrical. Imports by the CMEA countries have greatly exceeded their capacities to export. The result has been a net external debt that has grown from about $8 billion in 1970 to $48.7 billion by the end of 1977.

Private commercial banks have been the major source of funds for CMEA trade financing. Claims of banks in the Group of Ten Countries (the major Western nations) reached $25.2 billion by mid-1977. However, Western governments have also played a significant role, both as guarantors of private lending and as direct lenders in their own right. Outstanding officially supported credits to CMEA countries stood at $14.7 billion as of end year 1976.

Since it appears unlikely that export capabilities of most CMEA countries will expand sufficiently to close the existing trade gaps in the near term, the availability of Western credit to finance additional imports and to allow further expansion of the CMEA debt will be a crucial factor for the future of East-West trade.

Statements quantifying the willingness of Western commercial banks and governmental credit institutions to extend further credit are not possible because, in the final analysis, extending credit is largely a matter of the lender's confidence in the borrower's ability and willingness to pay. Analyzing risk for CMEA countries, Theriot points out, is even more complicated than for private corporate borrowers because the borrower is always a sovereign governmental entity. As a result, the evaluation of individual country risks inevitably reflect the state of East-West political relations. However, some comparisons of communist country debt with that of developing capitalist countries are held useful in placing current CMEA debt levels in perspective and hence giving some indications of Western willingness to further expand lending to CMEA countries.

The outstanding debt of all developing countries increased from $137 billion in 1974 to about $210 billion at end year 1976. Since the CMEA countries (except IMF-World Bank member Romania) do not have access to Western international economic assistance programs, and since they do not permit equity investment, commercial bank lending has played a far greater role in financing CMEA debt than for capitalist developing countries. At the end of 1976, Western commercial bank claims comprised 52 percent of outstanding CMEA debts compared to only 16 percent for the developing countries.

GNP and exports vs. debt

The accompanying Table 1 shows individual CMEA country external debt and GNP levels in comparison with those of several developing capitalist countries. At the end of 1976, the Soviet Union had an external debt about 60 percent as large as that of Brazil, but a GNP six times larger. Poland's 1976 debt was 40 percent that of Mexico, but its GNP was 17 percent larger. Romanian debt was less than half that of South Korea, but its GNP about 2.1 times as large.

Calculation of debt to export ratios (total debt divided by annual exports) also gives some indication of a debtor's ability to repay foreign loans. As Table 2 shows, in 1976 Soviet hard currency exports totaled $9.7 billion, compared to $10.1 billion for Brazil, but the Soviet's hard currency debt to export ratio of 1.4 compared very favorably to Brazil's 2.6. Both Poland and Mexico had identical exports of $3.3 billion in 1976; however, the Polish 1976 hard currency debt to export ratio was 3.1 compared to 6.5 for Mexico.

The market assessment

While the preceding analyses are relatively simplistic, in assessing loan risks "the market" presumably makes much more sophisticated judgments, Theriot observes, incorporating all available information in arriving at loan and interest rate decisions. Profit-motivated bankers whose profession is the assessment of financial risk, including political factors, can presumably provide a sophisticated and objective evaluation of the creditworthiness of sovereign governments. Theriot considers it useful to compare the Eurocurrency market evaluation of the credit standing of the CMEA countries, as reflected in recent loan transactions, with similar recent loans to other countries.

Table 3 provides the total Eurocurrency borrowings of CMEA and selected developing countries during the period 1972 through September 1977, together with the interest rate charged on the most recent loan to a public entity borrower. With the exception of borrowing by Poland and the CMEA investment bank (IIB), CMEA use of the Eurocurrency markets has been relatively modest compared to most of the other capitalist countries included in the table. Furthermore, international bankers have rendered relatively favorable interest rate judgments on the CMEA countries. In fact, the highest recent CMEA spread in London rates compared favorably with the rates charged to most of the other developing countries. Higher management fees could, in some cases, marginally reduce the differentials apparently enjoyed by some CMEA borrowers.

Buttressing the financial markets' relatively high credit rating of the CMEA countries are several factors frequently cited by financing institutions, including the following:

► The vast, largely untapped natural resources of the USSR and, to a lesser extent, of Poland.

► Given their monopoly control over foreign trade, a presumed ability of centrally planned economies to regulate imports and exports in a manner to enable the prompt servicing of debt payment obligations. The recent sharp improvement in the

Availability of Western credit will be a crucial factor for the future of East-West trade.

1. Comparison Of External Debt Of CMEA And Selected Western Countries

Country	GNP [1] 1976	Net debt 1976	1976 debt as % of GNP	Percentage held by public authorities
	$ billions			
CMEA countries:				
Bulgaria	20.9	$ 2.3	11	100
Czechoslovakia	58.0	2.1	3.6	100
German D. Rep.	66.2	4.9	7.4	100
Hungary	26.8	2.8	10.4	100
Poland	92.2	10.2	11.1	100
Romania	52.6	3.3	6.3	100
Total East Europe	316.7	25.6	8.1	100
USSR	921.7	16.2	1.8	100
Cuba	10.6	1.3	12.3	100
Total CMEA	1,249.0	43.1	3.5	100
Other developing countries:				
Argentina	37.5	6.7	17.9	n.a.*
Brazil	145.9	25.9	17.8	57
Colombia	20.1	2.6	12.9	n.a.*
Mexico	79	26	32.9	75
South Korea	25.1	7.4	29.5	n.a.*
Spain	102.3	10.7	10.5	64
Venezuela	31.0	2.6	8.4	n.a.*
Yugoslavia	33.1	5.7	17.2	n.a.*

* Not available. [1] Current dollars.

2. Hard Currency Debt and Foreign Trade, 1976, Of CMEA And Selected Western Countries

Country	1976 debt US $ billions	1976 Exports	1976 Imports	Balance	Ratio of debt/hard currency exports
		US $ millions			
CMEA countries:					
Bulgaria	2.3	486	969	− 483	4.7
Cuba	1.3	744	1,305	− 561	1.7
Czechoslovakia	2.1	1,730	2,370	− 640	1.2
German D. Rep.	5.0	3,000	4,350	− 1,350	1.7
Hungary	2.8	1,321	1,894	− 573	2.1
Poland	10.2	3,329	6,634	− 3,305	3.1
Romania	3.3	1,893	2,116	− 223	1.7
USSR	14.0	9,712	15,228	− 5,516	1.4
Total CMEA	41.0	22,215	34,866	−12,651	1.8
Other developing countries:					
Argentina	6.4	3,916	3,033	+ 883	1.7
Brazil	25.9	10,100	12,500	− 2,202	2.6
Colombia	2.6	1,866	1,991	− 125	1.4
Mexico	26.0	3,298	6,030	− 2,732	6.5
South Korea	7.4	7,715	8,774	− 1,059	0.96
Spain	10.7	8,723	17,455	− 8,732	1.2
Venezuela	2.6	9,289	6,445	+ 2,844	0.3
Yugoslavia	5.7	4,932	7,447	− 2,515	1.2

3. Comparison Of Euromarket Lending To CMEA And Selected Western Countries

Country	Claims held by banks in Group of Ten countries	Total Euromarket borrowings 1973-September 1977	Interest rate spread over LIBOR on most recent loans [1]
	US $ millions		
Bulgaria	1,760	660	1
Cuba	870	534.7	1¾
Czechoslovakia	706	410	1⅛
German D. Rep.	3,173	842.3	1
Hungary	2,373	990	1
Poland	5,610	1,840.7	1⅜
Romania	709	131.1	1
USSR	7,709	1,032	¾ [2]
Int'l Bank for Econ. Development	n.a.*	260	—
Int'l Inv. Bank	n.a.*	1,520	1
Argentina	−133	1,786.5	1⅞
Brazil	15,393	9,363.1	1⅞
Colombia	331	447.5	1½
Mexico	14,219	8,186.4	1¾
South Korea	1,836	2,291.9	2
Spain	3,704	5,441.7	1⅝
Yugoslavia	871	1,070.1	1¾
Venezuela	−2,525	3,100.6	⅞

* Not available.
[1] Indicates interest spread over the floating London Inter-Bank Offer Rate (LIBOR) for most recent borrowing of a public entity through September 1977.
[2] On $400 million Soviet loan completed in March '78.

hard currency trade balances of many CMEA countries has probably increased the importance of this factor for international bankers.

► An assumption (on the part of some) that the Soviet Union will assist other CMEA countries through short term financial difficulties that may arise. This belief was probably reinforced by Moscow's economic assistance package for Poland in 1976.

► Ability of CMEA banks (the IBEC and IIB) to provide IMF type assistance by borrowing on the international financial markets and relending hard currency to any member country facing financial difficulties.

Available information thus seems to indicate to Theriot that there is some room for further expansion of the debt of most communist countries to the West, although perhaps at relatively higher interest rates for the more heavily borrowed countries. However, international credit markets are affected by a great many often interrelated variables including: the level of Western demand, particularly from corporate borrowers, for investment capital; the level of liquidity and consequent desire for earning assets on the part of banks; and bank emphasis on return on assets which can lead to more or less selectivity in making new loans.

Additionally, the analyst comments, the state of political relations between East and West has always been an important influence on overall economic relations and will likely continue to have an impact on the willingness of Western banks to continue financing communist country indebtedness. Consequently, not only the general state of East-West relations, but the continued availability of additional official support through direct credits and loan guarantees is likely to be a significant factor influencing future lending decisions of private Western banks.

Position of U.S. commercial banks

American banks have a relatively small share of CMEA debt, as would be expected, since the share of U.S. companies in Western trade with CMEA is also small. As of June 1977, U.S. private bank claims totaled $4.9 billion or about 10 percent of net debt of the USSR and the six countries of Eastern Europe. The share in CMEA trade was similar, accounting for 8.8 percent of two-way Western trade with European CMEA in 1976. By contrast, U.S. banks hold 41 percent of Brazilian debt and 44 percent of Mexico's, while U.S. trade shares are comparably large. Close geographical, business, and cultural ties to Latin America have apparently resulted in extensive U.S. banking involvement. In a similar way, Western European ties to CMEA have led to more extensive trade and banking involvement. Interestingly, close ties with CMEA have also apparently had an impact on the European branches of U.S. banks which have been the source of 77 percent of total U.S. bank lending to CMEA.

Although U.S. banks hold about 10 percent of CMEA aggregate external debt, their claims represent only a relatively small commitment of the total equity capital of the banks. The shares of capital accounted for by loans outstanding range from .9 percent for Czechoslovakia to 5.6 percent for the Soviet Union. By contrast, U.S. bank loans to Brazil represent a commitment of a third of the equity capital of the lending banks as of June 1977.

Official Trade Briefs

This article is another in a series of reports that describes actions affecting world trade, as compiled by the Import Policy Division of the International Economic Policy and Research Bureau's Office of International Trade Policy.

CONGRESS

Enrolled enactment: The Senate passed without amendment and cleared for the President H.R. 12571, to provide for the implementation of the 1978 **Reciprocal Fisheries Agreement** between the **United States** and **Canada.**

Bills Passed—House: The House passed H.R. 12157, to amend and extend the **Export-Import Bank Act** of 1945. Amendments were agreed to which would require appointment of an officer to advise the Board of Directors on matters relating to the export of goods and services to be used in the development, production, or distribution of nonnuclear renewable resources and to prohibit the Bank from participating in financial transactions with a country which aids or abets any individual or group which has committed an act of international terrorism.

The House also passed H.R. 3350, with amendments, to promote the orderly development of **hard mineral resources** in the deep seabed, pending adoption of an international regime relating thereto.

Bills Passed—Senate: The Senate passed H.R. 9214, to authorize approximately $1.7 billion for U.S. participation in the Witteveen Financing Facility of the **International Monetary Fund,** after striking all after the enacting clause and inserting in lieu thereof the text of Senate companion bill, S. 2152. The Senate also adopted amendments to instruct the U.S. Executive Director to oppose any Witteveen Facility loans to **Cambodia** or **Uganda** and to oppose any Witteveen Facility loans to nations providing aid or assistance to terrorists. An amendment was also adopted to require an annual report to the Congress on the observance of internationally recognized human rights in each country drawing on funds of the Witteveen facility.

The Senate also agreed to S. Res. 440, expressing the sense of the Senate that the President undertake discussions with a view toward developing a common approach to problems facing today's **international monetary system.**

Bills Reported—House: The House Committee on Rules filed reports to the full House on H. Res. 1287, to provide for the consideration of H.R. 9486, to authorize a contribution by the United States to the **Tin Buffer Stock** established under the Fifth International Tin Agreement, and on H. Res. 1288, to provide for consideration of H.R. 11711, to improve the operation of the **adjustment assistance** programs for workers and firms under the Trade Act of 1974.

In addition, the Committee on Merchant Marine and Fisheries reported H.R. 9998, as amended, to provide for the regulation of rates or charges by certain state-owned carriers in the foreign commerce of the United States.

In addition, the House Ways and Means Committee's Subcommittee on Trade met and approved for full committee action H.R. 11545, amended, the **Meat and Livestock** Import Amendments of 1978.

The Subcommittee also met and approved for full committee action H.R. 8222, amended, to apply duty-free treatment under certain circumstances to articles produced in the **insular possessions** of the United States.

The International Relations Committee's Subcommittee on International Economic Policy and Trade met and approved for full committee action H.R. 10584, as amended, to strengthen the economy of the United States through increased sales abroad of American **farm products.**

Bills Reported—Senate: The Committee on Agriculture, Nutrition and Forestry reported S. 3092, to prohibit the inhumane slaughter of livestock within the United States and the importation of any **meat** or **meat products** unless livestock are slaughtered in a humane manner.

Also reported by the Committee on Environment and Public Works was S. 3077, to extend until Sept. 30, 1983, the authority of the **Export-Import Bank** to make new commitments, with amendments.

In addition, the Committee on Banking, Housing and Urban Affairs ordered favorably reported, with an amendment in the nature of a substitute bill, H.R. 10899, providing for Federal regulation of participation by foreign banks in domestic financial markets.

Committee Action—House: Committee on Ways and Means: The Trade Subcommittee held hearings on the following items: the **Multilateral Trade Negotiations;** H.R. 12884, to permit duty-free entry of **petroleum** and **petroleum products;** H.R. 10853, to terminate the President's authority under the Trade Act of 1974 to negotiate tariff concessions on items subject to section 204 of the Agricultural Act of 1956.

Committee on International Relations: The Subcommittee on International Economic Policy and Trade held a markup session on bills relating to **agricultural exports** and U.S. foreign economic policy. The subcommittee also held a joint hearing with the Subcommittee on Africa regarding U.S. private investment in South Africa. The Subcommittee on Inter-American Affairs held hearings on **arms trade** in the Western Hemisphere.

Committee on Banking, Finance and Urban Affairs: The Subcommittee on International Trade, Investment, and Monetary Policy held hearings on **trade and protectionism.**

Committee on Agriculture: The Subcommittee on Family Farms, Rural Development and Special Studies held hearings on H.R. 11709 and related bills which either require disclosure of or will prohibit **foreign investment in U.S. farmland.**

Committee on Government Operations: The Subcommittee on Commerce, Consumer and Monetary Affairs held hearings on export policies regarding **products banned by U.S. regulating agencies.**

Committee on Merchant Marine and Fisheries: The Subcommitee on Merchant Marine held a hearing on H.R. 11422, to authorize the formation and implementation of closed conferences and shippers' councils in the **foreign oceanborne commerce** of the United States.

Committee Action—Senate: Committee on Finance: The Subcommittee on International Trade held hearings on the following items: S. Res. 483, to disapprove the waiver of countervailing duties on certain fish exports subject to subsidies by the Government of Canada; and extension of Presidential authority to maintain Most-Favored-Nation trade treatment with Romania under the Trade Act of 1974.

Committee on Agriculture, Nutrition, and Forestry: The Subcommittee on Agricultural Research and General Legislation held hearings on S. 2343, to insure that **imported meat products** meet U.S. quality standards. The Foreign Agricultural Policy Subcommittee held hearings on the importation of **vegetables** from Mexico.

Committee on Commerce, Science and Transportation: The Committee held hearings on S. 2053, to promote the orderly and environmentally sound exploration for and commercial recovery of **hard mineral resources** of the deep seabed.

Joint Committee Action: Conferees agreed to file a conference report on the differences between the Senate-and House-passed versions of H.R. 8149, proposed **Customs Procedural and Simplification Act of 1978.**

Conferees also met to resolve differences between the House-and Senate-passed versions of S. 9, to establish a policy for the management of **oil and natural gas** in the Outer Continental Shelf.

New Legislation: In the first and second sessions of the 95th Congress, 443 trade and related bills have been introduced. Those not previously reported include: H.R. 13375, H.R. 13376, H.R. 13377, to prohibit the importation into the United States of certain **agricultural products of**

Cuba, to include **citrus, winter vegetables, and tropical fruits**, prior to 1989; H.R. 13380, to impose quotas on the importation of **beef** to assure an adequate supply of beef at stable prices for the American consumer; H.R. 13425, to modify the method of determining quantitative limitations on the importation of certain articles of **meat** and **meat products**, and to apply quantitative limitations on the importation of certain additional articles of meat, meat products; and **livestock.** Also, H.R. 13429, H.R. 13430, H.R. 13755, and H.R. 13781, to promote **steel** trade negotiations under the Trade Act of 1974; H.R. 13444, and H.R. 13792, to amend the **Trade Act of 1974** to make certain changes in procedures applicable to Presidential actions to provide relief to U.S. industry injured by import competition; H.R. 13690, to amend the Antidumping Act of 1921; H. Res. 1260, to disapprove the waiver of countervailing duties on certain items of government subsidized **fish** imported from Canada; S. 3284, to establish a reasonable and fair preference for domestic products and materials in **government procurement** and in procurement with Federal funds, and to promote free and fair trade in government procurement of foreign products and materials; S. 3326, H.R. 13613 and H.R. 13672, to suspend the duty on **freight cars** until the close of June 30, 1982; and S. 3387, to amend the Tariff Schedules of the U.S. in order to suspend until the close of Dec. 31, 1979, the duty on certain **field glasses** and **binoculars.**

Miscellaneous Tariff Bills

The following bills have been reported by the House Ways and Means Committee and ordered reported, in substance, by the Senate Finance Committee:

H.R. 5625—to suspend the duty on fluorspar.

H.R. 7108—to suspend the duty on Yankee Dryer Cylinder Rollers.

H.R. 8755—to make specific tariff schedule provisions for ball or roller bearing pillow block, flange, take-up, cartridge and hanger units.

H.R. 9911—to continue the duty suspension on zinc.

H.R. 9628—to suspend the duty on nitrocellulose.

H.R. 10161—for the relief of Eastern Telephone Supply and Manufacturing, Inc.

H.R. 10625—to suspend the duty on natural graphite.

H.R. 11409—to continue the duty suspension on dyeing and tanning materials.

H.R. 12165—to continue the duty suspension on metal waste and scrap, unwrought metal and other articles of metal.

H.R. 12739—to suspend the duty on live worms.

In addition, the House Ways and Means Committee reported:

H.R. 5044—to suspend a portion of the duty on strontium nitrate.

The Senate Finance Committee also ordered reported:

H.R. 5551—to suspend the duty on 2-methyl, 4-chlorophenol.

S. 2847—to suspend the duty on certain necklaces.

S. 3171—to suspend the duty on certain protective gloves and trousers.

S. 3329—to suspend the duty on certain mixtures of hot red peppers and salt.

TREASURY

Antidumping Cases: The Treasury Department has issued a formal finding of dumping regarding imports of **polyvinyl chloride (PVC)** from the Republic of China. The finding follows determinations of U.S. sales of the product at less-than-fair value and of injury to the domestic industry as a result thereof. Antidumping duties will be assessed on imports of **PVC** in the amount of the dumping margin. The Department also has issued final affirmative findings of sales at less-than-fair value in three antidumping cases. The products involved are **portland hydraulic cement** from Canada, **motorcycles** from Japan, and **nylon yarn** from France. The cases have been referred to the International Trade Commission for determinations of injury as a result of the low-price sales. The Department also issued two final negative determinations in cases involving **audible signal alarms** from Japan, and **nylon yarn** from France. These cases have been terminated.

In addition, the antidumping cases regarding **carbon steel wire rod** from France and the United Kingdom have been terminated following withdrawal of the original antidumping petitions.

In preliminary decisions on sales at less-than-fair value, two affirmative findings have been issued involving **steel wire nails** from Canada and certain **groundfish** and **shellfish** from Canada. In the fish case, the preliminary affirmative finding was issued simultaneously with initiation of the investigation. In a third case, Treasury issued a preliminary negative finding regarding **pneumatic marine fenders** from Japan.

In other action, the Department has initiated eight new investigations into alleged dumping of the following products: **perchlorethylene** from Belgium, France and Italy, **stainless steel wire** from Japan, **incandescent household lamps** from Hungary, **condenser paper** from France and Finland, and **automotive and motorcycle repair manuals** from the United Kingdom. The cases involving perchlorethylene, repair manuals, wire and lamps have been referred to the International Trade Commission (ITC) for preliminary injury determinations. (See **ITC** section)

Finally, four earlier antidumping findings have been modified recently by the Treasury Department. The dumping finding regarding **large power transformers** from Switzerland was revoked based on no recent dumping and on price assurances. The dumping finding on certain **clear sheet glass** from France has been modified to exclude one company. A tentative determination to revoke the dumping finding on certain **clear sheet glass** from Germany has been issued, as well as a tentative determination to modify the finding on **roller chain** from Japan to exclude one company.

Countervailing Duty Cases: The Department has issued a final affirmative finding that the European Community is subsidizing exports to the United States of **sugar** and Treasury will thus impose a countervailing duty on imports of the subject merchandise. In other final action, the Department has found that no bounties or grants are being paid or bestowed on imports of **diuron** from Israel, and the countervailing duty investigation was therefore terminated. Also, Treasury has made affirmative preliminary findings that **bicycle tires and tubes** from Korea and Taiwan are the subject of bounties or grants within the meaning of the countervailing duty law and has initiated a new countervailing duty investigation regarding alleged subsidization of a certain **fish** from Canada.

Revised Antidumping Regulation for Valuing Merchandise from State-Controlled Economies: The Treasury Department has announced implementation of new regulations for determining the "fair value" of merchandise from state-controlled economies for purposes of the antidumping law. Under the new regulations, products from state-controlled economies will be valued by comparing them to similar products made and sold in a market-economy country at a comparable stage of economic development. If similar products are not actually made and sold in such a free market economy, a constructed value will be calculated on the basis of physical inputs in the state-controlled economy in accordance with the value of similar inputs

in a non-state-controlled economy at a comparable stage of development. If neither of these approaches provides useful data, domestic prices and costs may be used to establish a "fair value" for the merchandise. The new system of valuation has been adopted on a trial basis and will be reevaluated in the light of experience.

LABOR

Workers' Trade Adjustment Assistance Certifications. The Labor Department, having found that approximately 9,950 workers have been or may become unemployed as a result of increased imports, has certified these workers as eligible to apply for trade adjustment assistance. They are or were employed at firms producing the following products: **textile apparel, sugar, copper, copper ore, copper concentrate and precipitates, steel products, compact cars, automobile parts, parts for televisions and radios, zinc concentrate, fabric, leather, canvas and athletic footwear, engraved master copies of sheet music, car and truck tires, wire products,** and **zinc.**

Denials: The Department denied petitions for trade adjustment assistance for over 6,100 workers engaged in the manufacture of the following goods or performance of the following services: **steel products, concrete reinforcing bar, shoe cutting dies, fish, textile apparel products, mattresses and box springs, converted textile piece goods, finished fabric, footwear, transportation services, cafeteria management, fabricated metal products, rolling mill machinery, rental and operation of construction equipment, shoe components, shoe patterns, iron ore, iron castings, handbags, railroad wheels and forged rings, pressurized gas cylinders, selling of steel products, rubber and plastic products, transmission line pipe, technical** and **administrative services in the automobile industry, minor processing and handling of orders in the steel industry,** and **selling of photocopy machines.**

INTERNATIONAL TRADE COMMISSION

Import Relief—Clothespins: The U.S. International Trade Commission (ITC) completed its investigations, under section 406 of the Trade Act of 1974, into allegations that market disruption exists with respect to **clothespins** from the People's Republic of China (PRC), Poland and Romania. The ITC found such disruption to exist only with respect to imports from the PRC, and recommended that the President impose import relief in the form of a quota on U.S. imports from the PRC of the subject product. The President has until early October to determine what form of relief, if any, he will impose.

In addition, since the 406 investigations covered only imports from certain communist countries, the ITC has initiated on its own motion, an "escape clause" investigation under section 201 of the Trade Act to determine whether increased imports of clothespins from all foreign sources are a substantial cause of serious injury to the domestic industry. If an affirmative finding is made, the President may impose import relief on a non-discriminatory Most-Favored-Nation basis. A public hearing will be held on Oct. 5 at 10 a.m. in Portland, Maine, at a place to be specified. Requests to appear at the hearing must be received by the ITC Secretary at his Washington office at 701 E St., NW., by noon on Sept. 29.

Other Import Relief-Section 201: The ITC issued two determinations under the section 201 "escape clause" provisions of the Trade Act of 1974, finding that imports of **unwrought, unalloyed copper** and of **bicycle tires and tubes** are a substantial cause of serious injury or threat thereof to the domestic industry. The Commission has recommended imposition of a five-year quota on copper and had not, at the time of this writing, issued a remedy recommendation in the tire case.

Antidumping Cases: The Commission has found, by a 4-1 vote, that imports of **stainless steel pipe** and **tube** from Japan are not causing injury to a domestic industry. The ITC action followed an affirmative Treasury finding of U.S. sales at less-than-fair value of the subject product. The case has now been terminated and no dumping duties will be applied.

In other antidumping action, the Commission has determined, under section 201 (c) (2) of the Antidumping Act of 1921, that there is a reasonable indication that a U.S. industry is being, or is likely to be, injured by reason of the U.S. importation of **methyl alcohol** from Canada allegedly being sold in the U.S. at less-than-fair value. Section 201 (c) (2) authorizes the Secretary of the Treasury, following initiation of an antidumping investigation, to request a preliminary determination from the ITC regarding injury. If no reasonable indication of injury had been found the Secretary of the Treasury would have been authorized to terminate the antidumping investigation. The ITC has also begun a section 201 (c) (2) investigation on **perochlorethylene** from Belgium, France and Italy, **automotive and motorcycle repair manuals** from the United Kingdom, **stainless steel round wire** from Japan, and **incandescent household lamps** from Hungary.

Unfair Import Practices-Section 337: The Commission has issued a determination, pursuant to section 337 of the Tariff Act of 1930, that certain imported **molded golf balls** are being sold in the United States in violation of a valid U.S. patent, and thus in violation of section 337. The ITC has issued an order, excluding imports of the offending goods, which will become final and effective in early September if it is not disapproved by the President. In other 337 action, the case on certain **food slicers** was terminated following grant of a joint motion to terminate.

Finally, four new investigations have been initiated under section 337. Two of the cases, involving certain **cattle whips** and certain **thermometer sheath packages,** involve alleged patent infringement. The third case, regarding **multicellular plastic film swimming pool covers,** involves allegations of unfair pricing practices and unfair competition by advertising, as well as patent infringement. The fourth case involves allegations that alleged common law trademarks have been violated, that trade dress and packaging have been unlawfully copied, and that false designations of origin have been applied in regard to certain **novelty glasses.**

INTERNATIONAL

Foreign Antidumping Actions: The Canadian Antidumping Tribunal has determined that sales in Canada at less-than-fair value of imports of **steel wire rope** from the U.S. are not causing material injury to Canadian production. Additional dumping duties will thus not be imposed on the subject product. In addition, a former Canadian finding of injury to the domestic industry from sales at less-than-fair value of **vinyl coated fiberglass insect screening** from the U.S. has been rescinded.

The Canadian Government has initiated four new antidumping investigations affecting U.S. exports. The products concerned are **asbestos cement pressure pipe, certain radioactive diagnostic reagents, waterproof rubber footwear, snowmobiles, boats,** and **refined glycerine.**

Foreign Safeguard Actions: The European Community has taken action, in the suspension of import licenses, to guard against injurious imports of **preserved cultivated mushrooms.** The action was taken with respect to imports from all countries except those that are able to insure that their exports do not exceed a reasonable quantity.

Commerce Official Elected Head Of OECD Industry Unit

Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade, has been elected Chairman of the Industry Committee of the Organization for Economic Cooperation and Development (OECD), the principal international economic forum of the world's industrialized countries.

The 24-member OECD, based in Paris, is used for consultations, information exchange and policy coordination in a wide range of economic fields. The Industry Committee reviews industrial developments and policy responses in the member countries and analyzes their industrial structures.

ELECTRONIC COMPONENTS ARE STRONG ATTRACTION AT SAO PAULO EXHIBITION

The United States holds a major portion of the rapidly growing market in Brazil for electronic components. A recent exhibition at the U.S. Trade Center in Sao Paulo brought U.S. suppliers of these products together with potential customers, and the favorable reaction of members of both groups indicates that American electronic components remain in high favor with Brazilians.

In fact, the 44 U.S. exhibitors returned a unanimous verdict: all indicated that they fully met their objectives of participating. The comment of Frank Amendola, Dir., Market Development, Cherry Electrical Products Corp., reflected the prevailing post-show mood: "It was an extremely well planned show. Most important, the visitors were 90 percent seriously interested in our products."

An indication of the popularity of U.S. electronic components in Brazil was the fact that this was the Sao Paulo Trade Center's most successful show in terms of attendance, with more than 2,100 trade visitors. Off-the-floor sales of $284,000 were good, especially given stiff Brazilian import restrictions and time-consuming bureaucratic import licensing procedures. More important, the fact that the exhibitors felt they made so many good contacts is amply supported by the projected 12-month sales: a whopping $12,400,000. In addition, one representative was appointed during the show, and 15 representation agreements were in an advanced stage of negotiation at the end of the exhibition.

Products with best potential were found to be electronic keyboards, circuit boards, linear circuits, digital circuits, digital panel meters, thumbwheel switches, snap-action switches, relays, semiconductors, electrolytic capacitors, tantalum capacitors, electronic connectors, transistor sockets, small plugs, temperature instrumentation thyristors, dynamic transducers, dry film photoresist systems, tone receivers, microphone mixers, public address sound equipment and professional sound reinforcement equipment.

Sales of electronic components in Brazil are expected to grow by some 58 percent this year, and 28 percent annually from 1981-85. Brazilian import restrictions to protect domestic industry have proven effective in stimulating Brazilian production of electronic components, but a high volume of imported components will continue to be required to satisfy burgeoning demand. The United States is predicted to supply 58 percent of a $260 million market for this equipment in 1980, with Japan and Germany each claiming 15 percent.

ELECTRIC ENERGY SEEN AS DYNAMIC SECTOR IN VENEZUELAN GROWTH

Participants in a recent U.S. exhibition in Caracas report that electric energy is expected to become one of the most dynamic sectors in Venezuela over the next few years and conceivably during the next decade.

ENERGIA '78, at the Commerce Department's exhibition facility in Caracas, featured 25 North American firms displaying a wide range of transmission, generation, and distribution equipment for electric power. The four-day event drew nearly 1,000 visitors and resulted in floor sales of $292,000. Sales over the next 12 months are projected at $11.9 million. All of the exhibitors seeking host-country representation were pleased with the number and quality of potential agents and distributors from which to choose.

According to the exhibitors — Boeing, United Technologies, General Electric, Combustion Engineering, and others—and in light of Venezuela's five-year development plan, it was no surprise to discover that the hottest sale items included non-interruptable energy systems used primarily in computer installations and industries using continuous production processes, large-size diesel and gas-turbine-powered stand-by generators, medium-size diesel-powered generators and assorted switches, distributor boxes, circuit breakers, voltage regulators and splicing devices for medium voltage application.

Petrodollars and the resulting high per capita income, and a comprehensive plan for industrial expansion and rural electrification, assure substantial public investments in electrical power transmission, generation and distribution equipment. To reduce Venezuela's dependence on non-renewable hydro-carbon resources, the Government of Venezuela has earmarked 67.5 percent of its planned expenditures in "Plan V of the Nation" (1977-80) for the generation of power—the major portion of which will go toward the development of hydroelectric power. Part of the remainder of this substantial public expenditure for energy will be directed toward gas and diesel equipment in small- and medium-sized plants, while the balance of this investment will be spent on meeting Venezuela's growing demand for transmission and generation equipment.

Historically, the United States has retained a large share of this market and will probably obtain $122.6 million in sales by 1980, or 36 percent of the total. West Germany and Japan have averaged 15 percent and 6 percent of the market, respectively.

GETTING A CLOSER LOOK—*Wanderley Fernandes of Datatronix demonstrates his firm's products to two of the more than 2,000 trade visitors at Sao Paulo show.*

Bilbao Invites U.S. Exhibitors

International fairs to be held in Bilbao, Spain, next year are inviting the participation of U.S. firms. ELA '79, for the electrical and electronics industries, will be held March 2-7, and AMBIENTE '79, for heating, air conditioning and related industries, will be held April 2-7. Three exhibitions will be held concurrently from May 21-26, for the marine, metals and environmental protection industries. A metal treatment show, TRANSMET '79, is scheduled for Oct. 1-6. Write: Jesus Urizar, Director General, Feria Internacional de Bilboa, Apartado 468, Bilbao 13, Spain.

EVIDENCE IS CONVINCING THAT MEXICAN ECONOMY IS ON RECOVERY PATH

The U.S. Commercial Attache in Mexico City offers solid evidence that Mexico's economic recession of the mid-70's has ended and recovery is well under way. According to William Polik, two key factors appear to underline the upturn in economic activity during the past year.

First, policies followed by President Jose Lopez Portillo since coming into office in December 1976, have renewed Mexican confidence in the nation's economic future. Inflationary pressures have abated somewhat, due in large part to labor's general acceptance of government guidelines aimed at restraining wage demands, while at the same time business and industry have generally complied with government requests that price increases, particularly on basic commodities, be held to a minimum. Industrial production in most key sectors has also picked up, in some cases substantially, in sharp contrast to the many declines in production registered in 1976 and in the opening months of 1977.

As a result, the economy is expected to show approximately 5 percent real growth this year, compared with 2.8 percent in 1977. Higher economic growth this year and next will almost certainly mean a higher level of imports, since most of Mexico's imports consist of capital goods and equipment.

Renewed public confidence in the economy has also been buoyed to no small degree by the second key factor underlying the current economic recovery—the growing realization that Mexico is on the verge of becoming a major world energy exporter. Recent American Embassy estimates indicate that Mexican export earnings from sales of oil and natural gas, in current dollars and assuming current energy prices, should increase from approximately $1 billion this year to $3.8 billion in 1979. Thereafter, export earnings are expected to rise progressively to $11.4 billion in 1985. These estimates indicate that Mexican foreign exchange earnings from oil and gas alone will total just over $60 billion during the eight-year period 1978-85.

Mexico's investment requirements will continue to grow if the country is to meet its pressing economic development and social needs, and provide employment for the estimated 800,000 new workers entering the labor force each year. Much of the oil-created export earnings will be invested in industrial and infrastructure expansion, although agriculture is also a priority sector in government planning. With the return of business confidence and domestic demand for virtually all types of goods picking up, Mexican business now appears more willing than it has been in recent years to place new orders for imported capital equipment.

For the most part, Mexican buyers traditionally have favored U.S. equipment, for a number of reasons: high quality; modern technology in most industrial areas; and proximity of supplier to market, enabling servicing and delivery of replacement parts with a minimum of delay. In addition, U.S. goods now appear more and more attractive pricewise to Mexican buyers, as Japanese and European currencies have appreciated vis-a-vis the Mexican peso, which for the past year has remained stable against the U.S. dollar. With the upturn in the Mexican economy, U.S. exports to Mexico, valued at $4.8 billion in 1977 and representing 64 percent of Mexico's total imports, should increase this year.

More aggressive marketing efforts by U.S. suppliers could also result in the United States capturing a higher share of the Mexican import market, given the favorable conditions presently prevailing and expected to continue into 1979. Many U.S. suppliers may also find it easier to export to the hitherto highly protected Mexican market as a result of Mexican Government actions beginning last year removing a wide range of imports from import licensing requirements. This move away from prior import licenses, which in most cases have been replaced by higher tariffs, is expected to continue, albeit slowly.

In addition to overall public and private sector industrial expansion, Petroleos Mexicanos (PEMEX), the state-owned oil corporation, will invest some $15 billion during 1977-82 to enable it to meet its ambitious program to almost triple Mexico's oil production during the current Presidential term. Of this $15 billion, $6.5 billion will be invested in increasing production; $2.1 billion in increasing refinery capacity; and $2.8 billion in transportation. Also included are $2.2 billion for the construction of petrochemical plants to enable more downstream processing of crude oil. PEMEX's investment program, expenditures under which are expected to peak at almost $4 billion this year, should provide attractive and substantial export opportunities for U.S. oilfield and offshore equipment suppliers. Except for the natural gas pipeline currently under construction, PEMEX has relied on U.S. suppliers for some 90 percent of new equipment.

PEMEX's strong interest in modern U.S. equipment was evident at the U.S. Petroleum Industry Equipment Exhibition, PETROAVANCE '78, staged last January by the Mexico City U.S. Trade Center. This was by far the most ambitious export promotion ever put on by the Trade Center, with exhibitor demand for space so great that the combined indoor-outdoor exhibition took place at the National Auditorium. Although this was essentially a "one-customer" show, the some 150 U.S. exhibi-

SHOWING HOW IT WORKS—*At heavy construction & mining equipment exhibition in Mexico City earlier this year, Graciela P. de Galvan, bilingual booth attendant, explains operation of JLG Industries' aerial work platform to visitor. Looking on is T. C. Meathen of Distribuidora de Equipos de Construcción, JLG's representative.*

tors participating reported projected 12-month sales in excess of $120 million. "By popular demand" of the U.S. exhibitors, a repeat, PETROAVANCE '79, will be staged next February at the Trade Center.

Although petroleum, together with related areas such as petrochemicals, is likely to be Mexico's leading industrial sector for the foreseeable future, Mexico is far from being a one-industry country, and excellent export opportunities are available for U.S. suppliers in a wide range of industries. Among the most attractive of these markets for U.S. suppliers in the immediate future are electrical power equipment; metalworking equipment; food processing and packaging equipment; scientific, industrial, technical, and laboratory instruments; health care equipment; graphic arts equipment; construction, mining, and materials handling equipment; engines and mechanical power equipment; production process control instrumentation; agricultural equipment; electronic production and test equipment; and electronic components.

It is evident that the Mexican import market is a rapidly expanding one and that U.S. exporters are in particularly favorable position to take advantage of this expansion. Competition will be stronger than ever, from European and especially Japanese suppliers. But the long-established position of U.S. exporters and subsidiaries in Mexico and the high regard in which U.S. products generally are held in Mexico augur well for U.S. suppliers.

Present U.S. exporters to Mexico should make vigorous marketing efforts to maintain or increase their market share in the face of foreign opposition. Those U.S. suppliers not presently exporting to Mexico should carefully consider the great advantage of doing so: the geographical proximity of Mexico, the favorable economic and political climate, the established infrastructure for trade, and most important, the rapidly increasing market for imports, especially from the United States.

Investment of time and effort now by U.S. suppliers in entering the Mexican market or in stepping up current export promotion activities there should pay handsome dividends in increased sales.

Among promotional tools available to U.S. exporters interested in this fast growing market are the facilities of the U.S. Trade Center in Mexico City. This Trade Center, with exhibition facilities among the most modern in Latin America, stages an average of one major vertically-organized multifirm trade exhibition per month. In addition, when not otherwise occupied, the Trade Center's facilities are available to U.S. firms at a nominal fee for the purpose of staging their own export promotions, equipment displays, and sales and technical seminars.

SPAIN'S AUSTERITY STEPS SEEN ACHIEVING GOAL IF NATION HOLDS TO THEM

Spain is in the beginning stages of an economic stabilization program that, according to the U.S. Embassy in Madrid, must extend through 1979 if it is to set the economy on a sound course. Despite the economic retrenchment, the Embassy adds that Spain remains a principal market for American exports.

The transformation of Spain into a democracy has progressed steadily during the last two years, and will soon complete another fundamentally important phase with approval of a new constitution. Before this transformation began, the Spanish economy was given a major shock by the energy price rises and world recession which followed the 1973 Arab oil embargo. As Spaniards concentrated on the political future of their country the necessary economic adjustments were put off, and inflation and balance of payments deficits got steadily worse.

Then the government acted

The deterioration of the economy continued until the second half of 1977 when, after years of relative inaction, the government—with the support of all of Spain's major political parties—instituted an effective stabilization program which also contained broad structural reforms. The first step, a major and overdue devaluation of the Spanish peseta, was undertaken on July 12. The remainder of last summer was devoted to the design of an austerity program and structural reforms for the national economy. Some of the structural reforms, particularly those involving the financial system, were implemented immediately by decree. It was announced in September that the fight against inflation demanded a reduction in the rate of annual growth of the money supply from 21 to 17 percent by the end of 1977.

In October all of the nation's leading political parties signed the Moncloa Pact on economic policy, which committed the signatories to the support of the austerity and reform measures planned for 1978. The pact specifically limits monetary growth this year to 17 percent and places restraints on wage hikes. Limited price controls and fiscal restraint were among other measures included in the pact.

The principal decree-law implementing the Moncloa Pact incomes policy restrains 1978 increases in total wages and salaries (and associated social security and fiscal charges) of each private and public enterprise to 20 percent, or 22 percent if increases for seniority and promotions are included. All enterprises are encouraged to distribute their salary hikes in such a fashion as to allow the lowest-paid workers to have higher percentage increases than those given to higher-paid workers and managers.

These salary limits are mandatory for all public sector employees. In the case of private firms, both the enterprise and its employees have to pay a price for exceeding the global limits: the firm loses all government-granted "credit and fiscal advantages," including tax rebates to exporters, and obtains the right to fire up to 5 percent of its work force.

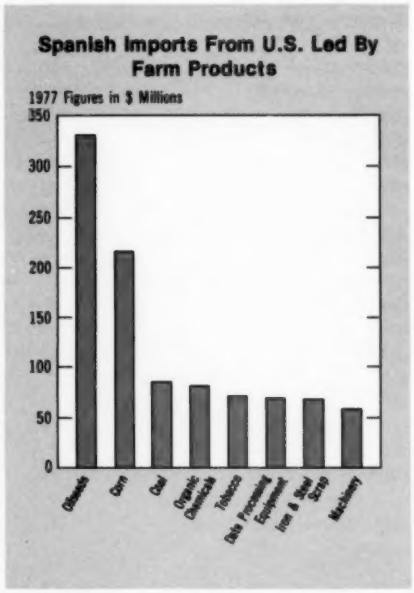
The successful implementation during the first half of 1978 of the Moncloa Pact monetary and incomes policies has scaled down the nation's economic problems and caused economists, bankers and politicians to show more optimism about the medium-term future.

Inflation, the principal symptom of these problems, has dropped from 26.4 percent in 1977 to an annual rate of 15 percent during the first five months of this year. Inflation is not expected to exceed 17 percent for the full year. The goal for 1979 is to reduce the inflation rate to 10 percent, and this appears realistic.

Due to the cooling off of the economy, real national income (GDP) is expected to grow by somewhat above 1 percent this year, compared to last year's 2.4 percent rise. The slower growth makes it impossible for the time being to arrest the climbing unemployment of recent years, but government measures have made it more attractive to employ first-time job seekers and workers in depressed areas.

The balance of payments situation is also improving. Last year's major devaluation of the peseta and continued foreign borrowing have helped to bring an avalanche of foreign currency to Spain. Spanish exports are continuing a strong growth pattern while imports are being restrained by the low level of domestic demand. Foreign tourist revenue is up. As a result, the balance of payments deficit on current account for 1978 will be much lower than in any year since 1973, and may be under $1 billion. Foreign reserves reached a record $7.9 billion in June. Foreign lenders are now quite willing to finance the Spanish foreign debt, which is under $15 billion.

On a more technical level, during the first half of 1978 there have been moderate adjustments to the monetary and fiscal policies outlined in last year's Moncloa Pact. One major factor has been the unexpectedly quick narrowing of the balance of payments deficit. This, together with continued foreign borrowing, led to a rapid rise in foreign exchange reserves, which added to the money supply. Another factor which has in recent months added to the money supply is the growing fiscal deficit. These upward forces on the money supply caused the Spanish central bank on June 20 to increase the reserve ratio by 0.5 percent and to sharply curtail



rediscount lines and short-term loans for private financial institutions. As these measures take hold there could be some increased tightness of credit to the private sector.

A current topic of public discussion is the possible updating of the Moncloa Pact. Although the pact includes goals for 1979, this year's results have been so good that there are voices calling for a further acceleration of the economic program. There is also considerable debate on additional measures which could alleviate unemployment, such as larger investment tax credits, increased public works construction and further relief for business from the burden of supporting the national social security system.

Economic policy has given price stabilization priority at the expense of accentuating recessionary trends. Measures of business activity reached new minimums at the first of this year as business reacted to the prospect of two or three years of low domestic demand. Profits were slimmer, investment fell to well below the necessary replacement level, and capacity utilization slid to 79 percent in the first quarter. As the government has restrained the growth of the money supply, credit to the private sector has been held to even less than the 17 percent called for in the Moncloa Pact. As a result, business financing has recently become somewhat more difficult.

New investment is required; Spanish industry needs to modernize and to make structural changes in order to establish a more efficient production structure. Spanish businessmen, while remaining cautious, are now also beginning to lose their major reason for withholding investment in the previous two years: political uncertainty. A poor profit picture and tighter money are apparently the primary restraints at this time. Foreign investors in Spain are more optimistic and are already expanding outlays for new investment.

A need for newer technology and more modern equipment is not the only spur to new investment. Wage costs have risen substantially over the last decade, even if they remain relatively low by European standards. Business is especially concerned about labor laws which make layoffs nearly impossible. These Franco-era laws, executives point out, hamper consolidation and discourage employment-generating investments. As a consequence new investment frequently takes the form of imported labor-saving equipment.

The sizable U.S. business investments in Spain are larger than those of any other foreign nation, and more than 12 percent of Spain's imports are from the United States. Last year Spain imported more than $2 billion worth of goods from this country. A broad range of relations between the United States and Spain are the subject of a 1976 Treaty of Friendship and Cooperation. The two governments are currently negotiating a treaty to provide relief from the double taxation of income.

The European Common Market is Spain's principal trading partner, although none of its member countries sells more to Spain than does the United States. It has now been agreed that Spain itself should become a full EEC member, and membership negotiations are expected to begin in 1979. These negotiations are unlikely to be completed before 1982. Following the actual accession of Spain to the EEC, there will be additional agreed transition periods during which tariffs will be mutually dismantled and EEC norms adopted by Spain.

The continued slow pace of economic activity forecast for Spain in 1978 suggests that the general level of imports will remain constant or increase only slightly. Nevertheless, Spain remains a major, attractive market for U.S. products, with the position of price-sensitive U.S. goods improved slightly by the weakening of the dollar vis-a-vis the peseta since the mid-1977 devaluation.

The substantial and relatively smooth transition to democracy, plus the improvement in basic economic indicators, has resulted in increased optimism among foreign business officials close to the scene. This is not to deny that major questions remain to be addressed (such as approval of a new constitution). Nevertheless, even in June 1977, a survey indicated an increased level of capital expenditures by majority-owned affiliates of U.S. companies in Spain, expected to total $643 million in 1978.

Opportunities for increased exports exist in a number of sectors. Current plans for construction of additional schools and of low-cost housing imply increased purchases of building and construction equipment. The equipping of these educational institutions plus the strengthening of university science programs provides increased opportunities for the sale of U.S. research and instruction equipment. Spanish energy policy calls for the accelerated development of domestic energy resources, increased R&D on energy sources and optimization of the electrical transmission and distribution systems. This should provide sales opportunities for on and offshore drilling equipment, coal mining equipment, laboratory and scientific instruments, and process control equipment.

A solid market for U.S. goods continues for agricultural commodities, data processing equipment, laboratory instrumentation, organic chemicals, and iron and steel scrap.

U.S. companies interested in selling to Spain should contact the nearest District Office of the U.S. Department of Commerce. The American Chamber of Commerce in Spain is also willing to assist U.S. companies entering the Spanish market or seeking to expand sales there. The Chamber's headquarters are located at Avda. Generalisimo Franco, 477, Barcelona; the Chamber also has an office in Madrid located in the Hotel Euro-building, Office 9-A, Calle Padre Damian 23.

Spain Reduces Import Duties On Many Items For 3 Months

Citing an improved situation in its balance of payments, particularly in its trade balance, Spain has announced import duty reductions for a three-month period—from July 29 to Oct. 29—on a wide range of products.

Duty rates on items included in Brussels Tariff Nomenclature (BTN) chapters 25 through 54 and 56 through 99 are reduced as follows: 1) "ad valorem" rates of over 10 percent are reduced by 20 percent of the amount *above* 10 percent, e.g., a 30 percent rate is reduced to 26 percent (duties of 10 percent or less are *not* reduced); and 2) "specific" rates are reduced by 10 percent, e.g., a rate of 100 pesetas per kilogram is reduced to 90 pesetas per kilogram.

Duty rates on items included in BTN chapters 1 through 24 (agricultural and food items) and chapter 55 (cotton and cotton goods) have *not* been reduced by this action.

Spanish duty rates on specific products may be obtained from Regional Affairs for Developed Markets, Office of International Marketing, U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-377-2346. Inquiries should contain a complete product description, including BTN, SITC, or U.S. Schedule B Commodity numbers, if known.

IRAN MAKING ADJUSTMENT TO LESS FRENETIC PACE; MANY PROJECTS CONTINUE

U.S. business should continue to do well in Iran throughout 1978 and into 1979 in spite of the continuing slowdown in business activity, points out David E. Westley, Commercial Attache at the U.S. Embassy in Tehran. The outlook is for a modest increase in U.S. sales over the 1977 level of $2.7 billion and for a maintenance of our approximately 17 percent share of the Iranian market for non-military imports, just behind the Federal Republic of Germany and ahead of Japan.

Iran remains a highly competitive and easily frustrating arena of business operations, but it is also a lucrative one with a market backed by more than $20 billion a year in oil revenues. With some exceptions, business opportunities will be relatively unspectacular, but substantial. The government is initiating few new large projects, while the number that emerged reasonably intact from the budget slashes of the 1976-78 period have begun to move from drawing board to implementation. Tenders have been issued covering large expenditures for engineering, construction, plant and equipment.

American companies are involved in a number of such projects in varying degrees and stages, and the outlook is relatively encouraging for additional business. The recent appreciation of competitor-country currencies vis-a-vis the U.S. dollar has made buying from the United States a more attractive proposition in Iran and in some instances has interested third-country suppliers in incorporating a substantial U.S. component into bid proposals as a means of enhancing the competitiveness of their bids. The decision of Iran and other OPEC countries to continue to denominate oil sales in dollars also obviously favors increased reliance upon dollar sourcing to avoid loss of purchasing power.

By now the private sector in Iran appears to have reached a stage of uneasy accommodation to the generally lower (than the halcyon years of 1974-75) levels of activity stemming from the government's anti-inflationary policies designed to cool the economy. Instances of civil unrest, however, appear to have dampened an upward trend apparent earlier in 1978. On the plus side, an easing of price control rigidities and indications of governmental support of private industry, including new infant industry protection, have been helpful, but have not been enough to encourage the private sector to invest in large new enterprises.

Most businessmen accept the fact that the government does not soon plan to stimulate the economy with a clutch of new projects. However, they fail to see why it does not provide them with a set of clear economic guidelines, preferably in the form of a new development plan. The $70 billion Fifth Plan ended March 1978, and the new plan has been eagerly awaited since last fall.

Those who expected the new import regulations for 1978/79 to effect a significant liberalization were disappointed. Instead, the main thrust of the new regulations was to provide increased protection to local industries, a trend that was reinforced a few weeks later with the issuance of a long supplementary list of changes along the same lines.

Another government action to help local industries raise production—a decision to lift the long-standing ban on replacing machinery in plants situated within 120 kilometers of Tehran—should boost the market for a variety of automated equipment. The relaxation, which flies in the face of government policy against more industry and pollution in and around the city, is conditional only on not using more manpower or water supplies.

The areas that offer better than average opportunities to U.S. suppliers of goods and services cover a broad range. Most are in the public sector, however, and are related to the Iranian economic and social development effort. Among them are the following:

Communications: The government is engaged in a massive upgrading of the country's telephone network, which has already begun to involve expenditures that will total well into the billions of dollars over the next ten years and largely rely upon American specifications and designs. A domestic telecommunications satellite system is also planned in the next few years.

Construction, mining, and materials handling: Although the construction boom in Iran has declined from the peaks of a few years back it remains an area that offers substantial opportunities for many lines of equipment. Demand should be further stimulated by a number of important mining, road, port and power projects, to the extent that needs will overcome existing restrictions on imports of many lines that are now locally assembled or manufactured.

Building supplies: The demand for building supplies and equipment is closely linked to the construction industry. The post-1973 housing boom has primarily been an upper-class phenomenon. This is expected to continue to be the case, at a somewhat diminished level, with increasing attention being given by government to low-to-middle income housing. The kinds of products in demand range from prefabricated structures and insulation to builders hardware, tools, and electrical fixtures.

Health care equipment: To supplement the hospital infrastructure now in place or planned for Tehran, the government plans to establish 78 provincial clinics that, in turn, will feed some twenty 400-600 bed, fully-equipped, regional hospitals that will also house nursing schools and training facilities. Ministry of Health practice has been to award one firm a contract for the complete equipment requirements for a particular regional hospital.

Computers and other business equipment: In spite of the slowdown in business

(continued on page 20)

KEEPING BUSY IN TEHRAN—*U.S. Commercial Attache David Westley, author of the accompanying article, temporarily mans E. Edelmann and Co. booth during United States Trade Center's automotive diagnostic and repair equipment exhibition.*

COMMERCE UPDATE
ON THE DOMESTIC SCENE

RESTORATION IN HARTFORD—Commerce Department's Economic Development Administration and the Department of Housing and Urban Development have jointly committed $10,070,000 to restore and expand the storm-damaged Hartford Civic Center, to help the downtown revitalization efforts of the city's government and private interests. Hartford is one of nine Commerce/Cities in which the Department is focusing its resources on urban rehabilitation in concert with local authorities.

LOAN GUARANTEE TO GENERATE JOBS—Guarantee of a $4.5 million loan to help a Tampa, Fla., seafood firm expand and create 450 jobs has been approved by Commerce's Economic Development Administration. The working capital loan to the Singleton Packing Corp. will finance a second shift at the firm's shrimp-processing plant. The guarantee of the loan made by a Washington, D.C., bank supports the Tampa area's overall economic development program.

SATELLITES MONITOR RAINFALL—A system of weather satellites around the world could monitor rainfall over agricultural areas, detect potential flash-flood situations, and predict rainfall from hurricanes while the big storms are still at sea, once a technique being developed by Commerce's National Oceanic and Atmospheric Administration is perfected, automated, and put into operational form. It uses imagery from the earth-orbiters in coordinated patterns.

STATE FIRE EDUCATION GRANTS—Georgia and North Carolina have begun planning statewide public fire education programs under grants from Commerce's National Fire Prevention and Control Administration. States already in the grant program are California, Connecticut, Delaware, Illinois, Missouri and Oregon. Local fire educators get the ultimate benefits.

BUSINESS STATISTICS 1977—Commerce's Bureau of Economic Analysis has published the 21st edition of its biennial booklet that provides 30 years of historical data on the in's and out's of U.S. economic performance. It reports, in just two examples, that GNP went up from less than a quarter of a trillion dollars in 1947 to $2 trillion now, and that per capita income jumped 417 percent in the past 30 years while prices rose 171 percent. "Business Statistics," 1977 edition, stock number 003-010-00059-7, is available for $6.25 from the Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

STOP THAT RUST!—Metallic corrosion costs the U.S. economy an avoidable $10 billion per year, in the view of Commerce's National Bureau of Standards. A new NBS booklet,"Corrosion Facts for the Consumer," explains causes and types of corrosion, methods for preventing and removing it, and guides to anti-corrosion features of household appliances and fixtures. It is available at 80 cents from the Consumer Information Center, Pueblo, Colo. 81009. Mention stock number 003-003-01947-0.

PROFILE OF U.S. HOUSEHOLDS—There were 76 million households in the country in March, an increase of 12.6 million since 1970, according to the Census Bureau. A rapid recent increase in the number of single-person households has contributed substantially to the decline in average household size during the decade from 3.14 to 2.81 persons. The decade was also a period of low birth rates and high rates of separation and divorce, the latter factor often resulting in the split of one larger household into two smaller ones. "Households and Families by Type: March 1978," Series P-20, No. 327, obtainable at 60 cents from the Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402, has details.

HOUSE PRICES: UP, UP, UP—The price index of new single-family houses rose to 178.3 (1972 = 100) in 1978's second quarter, which was 3.8 percent above the first quarter and 12.6 percent higher than the corresponding period of 1977. The Census Bureau reported that the average sales price of such homes during this latest reporting period was $61,500. This compares with a price of $19,300 in 1963, the earliest period included in the report.

FRESH WATER TRAINEES—The first U.S. academic program to train specialists who make fresh water out of salt water is to be offered at Fairleigh Dickinson University in New Jersey. A Sea Grant from Commerce's National Oceanic and Atmospheric Administration will help support the course. Some of the studies will take place at the school's St. Croix Laboratory in the Virgin Islands.

Most Industries Reflect Decade Of Slower Productivity Growth

This article was written by Chief Economist Courtenay Slater in collaboration with staff economist Theodore Torda.

DR. SLATER

The rate of growth of productivity in the U.S. economy has slowed progressively during the past decade or so. This is cause for concern because rising productivity provides the basis for improvement in real income per worker, helps to hold inflation in check, and is an important factor in maintaining the competitiveness of U.S. exports.

Productivity in the private domestic economy rose at compound annual rates of 3.3 percent from 1948 to 1966, 2.2 percent between 1966 and 1973, and only 1.2 percent from 1973 to 1977, partly a result of the last recession. Productivity may show little or no increase from 1977 to 1978.

The cumulative impact of lower productivity growth on real income and the price level can be substantial over a period of years. For example, if productivity had continued to rise since 1966 along its previous postwar trend, the level of productivity in 1978 (and by inference, real income per hour) would be about one-fifth higher than is actually the case.

A number of major industries contributed to the progressive slackening in productivity growth from one sub-period to another. In both the goods-producing and services-producing industries (listed in the charts), productivity growth trends have consistently diminished. The slowdown in productivity growth since 1973, as compared with the 1966-73 period, has been more pronounced in the broadly defined services sector than in the goods sector. Between the two sub-periods, 1966-73 and 1973-77, productivity growth dropped by one-third in the goods sector but by one-half in the services-producing industries.

Within the goods sector, productivity growth in agriculture, forestry and fisheries has eased a bit but continues to be fairly rapid. Productivity in mining has declined considerably since 1973, following an earlier weakening in the growth trend. In manufacturing—the largest goods-producing industry—productivity growth has been reduced significantly since 1973. By contrast, productivity in construction has improved slightly since 1973, compared with a decline between 1966 and 1973.

In the services-producing sector, productivity has accelerated since 1973 in two industries: communication and finance, insurance and real estate. Communication (telephone, telegraph and TV broadcasting), has been the industry with the highest productivity growth during the postwar period. Not coincidentally, it also has been the industry with the lowest rate of price increase. The remaining five of the seven services-producing industries contributed to a retardation in the nation's productivity performance since 1973, with most of the slowdown coming in wholesale and retail trade and from the narrowly defined services industry (which includes personal and business services, social services, and private household services).

Part of the retardation in productivity growth during the past decade stems from a slowing in the movement of workers out of agriculture into the nonfarm sector, where the level of productivity is higher. In 1948, the farm sector accounted for about 17 percent of total hours worked in the private domestic economy; by 1966, the share had dropped markedly to 6.5 percent and by 1977 to less than 5 percent. The shift away from farm work to other sectors increased the nation's productivity by about 0.5 percent per year between 1948 and 1966, 0.2 percent per year between 1966 and 1973, and 0.1 percent per year since 1973.

Another part of the explanation for reduced productivity gains lies in the changes in the age-sex composition of employment and in the structure of employment by industry during the past decade. The proportions of women and of teenagers in the labor force have increased. Both women and teenagers tend disproportionately to find employment in less productive industries, such as retail trade and services.

A declining share of GNP devoted to research and development since the mid-1960s (perhaps due to increased uncertainties regarding profits from those outlays) and the dramatic increase in the price of energy since 1973 (which has made certain types of capital goods obsolete or inefficient) may have had some adverse impact on productivity—although these factors are difficult to quantify. The severe recession of 1973-75 clearly depressed productivity, as cutbacks in output spread faster than reductions in hours worked.

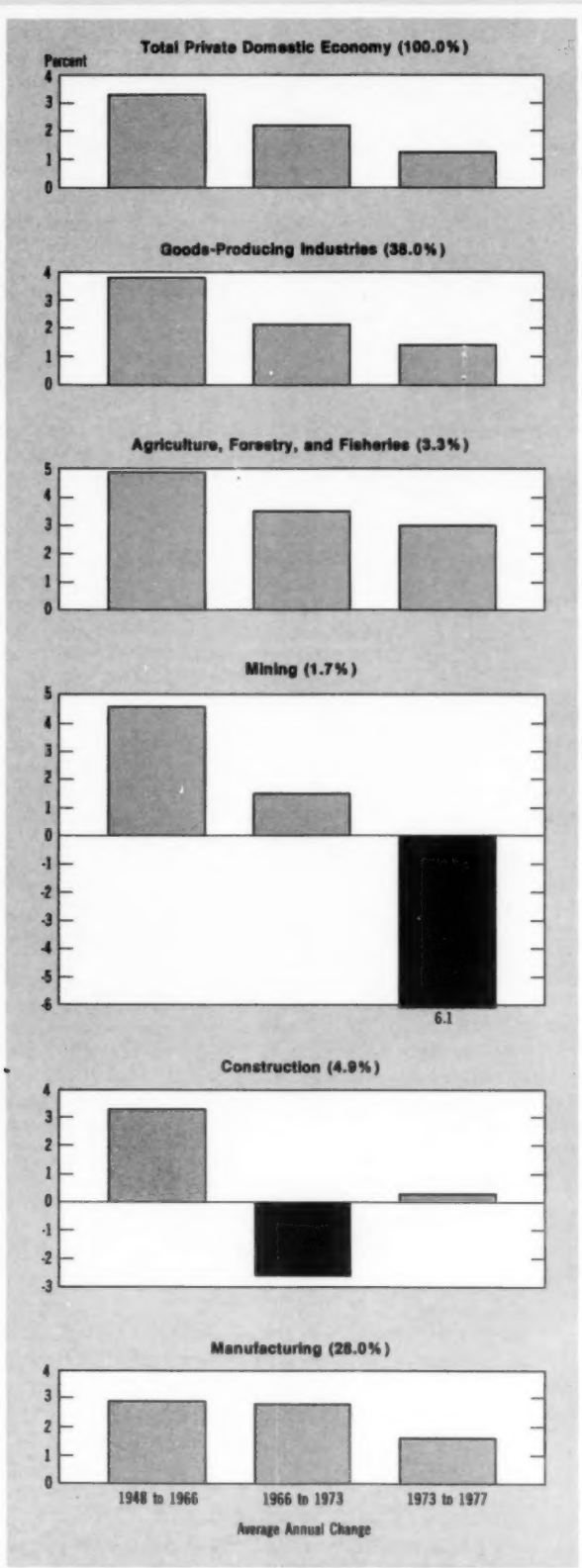
Finally, as a drag on productivity, many analysts cite the substantial share of investment required to comply with pollution abatement, safety, and health requirements. These investments, of course, are counted as part of GNP when they occur, and thus do not reduce productivity initially. Later, however, the benefits yielded by pollution abatement goods and safety devices are not recorded as part of GNP and thus do not contribute to labor's productivity, as conventionally measured, in the same manner as other types of capital equipment. No method exists at present for calculating the market value of cleaner air and water, lower death and injury rates among workers, decreased fatalities on the highways due to reduced speed limits, etc. A broader concept of output, which includes these benefits, would give a more encouraging picture of productivity gains.

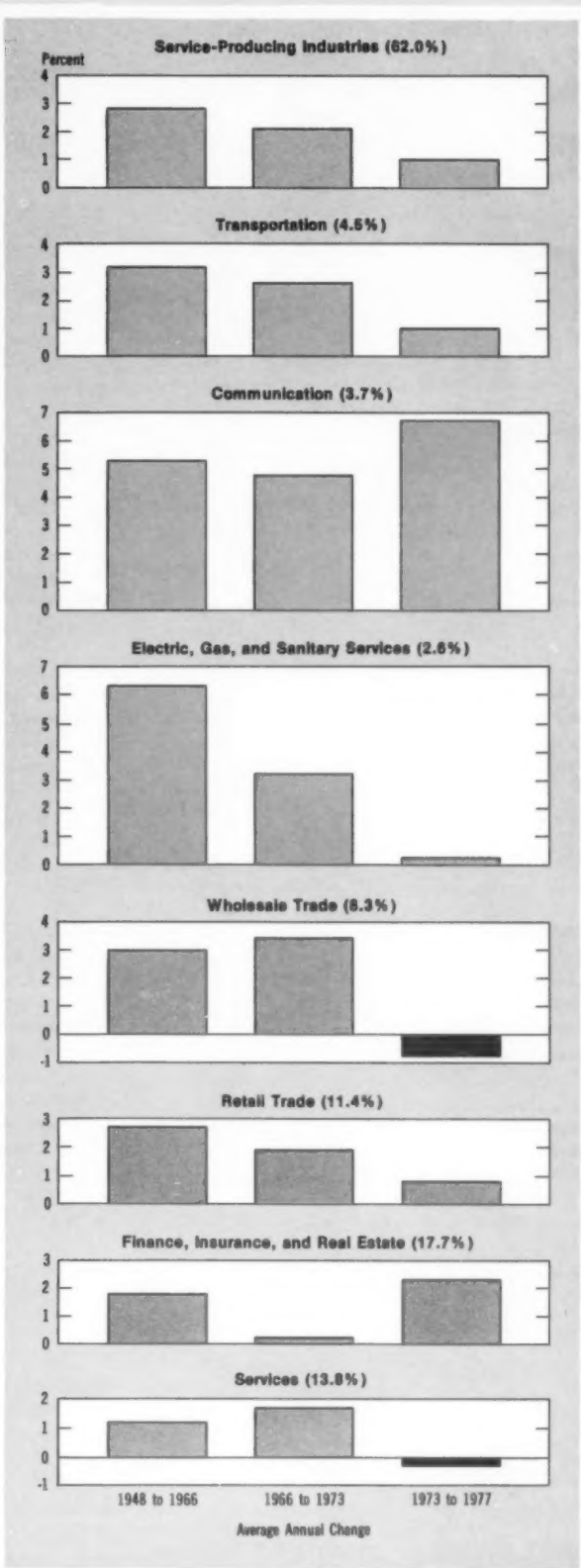
Productivity gains are generally expected to strengthen over the next decade as the initial heavy phase of investment in safety, health, and pollution abatement measures is completed and as the average age and experience of the labor force increases. The labor force is expected to grow much more slowly in the 1980s than it has in the 1970s, and investment emphasis may be expected to shift back toward labor-saving types of investment which will contribute to higher output per worker hour.

The Meaning of Productivity

Productivity means output per unit of input. The inputs can be classified as land, labor, capital and materials. This discussion, however, is confined to the simplest and most conventional indicator of productivity, output per hour worked. This measure of productivity reflects the joint contribution of all inputs but measures it in terms of its contribution per labor unit.

Output Per Hour





Note: Shares of total private domestic output in 1977 shown in parentheses

Source: Bureau of Economic Analysis

(continued from page 16)

activity there is a strong demand for business systems that will contribute to efficiency. In fact, because of the soaring cost of labor in the past few years, labor-saving equipment of all types is of interest. Although the government is the largest market for such items as computers, peripherals and software, accounting and microfilming equipment, the private sector —led by the commercial banks—also offers a substantial market.

Chemical/petrochemical equipment: The United States traditionally has been a leading source of supply for Iran's needs in this area, and the continuing growth of these industries should provide additional sales opportunities. At a highly successful January 1978 exhibition at the United States Trade Center in Tehran, the following specific U.S. products were identified as having better-than-average sales potential: analyzers, PH meters, flow chambers and meters, specialized pumps and compressors, gas detection and monitoring equipment, electronic process control instrumentation, explosion/flame-proof electrical equipment, vibration transducers, specialized test and diagnostic equipment, liquid and gas chromatography equipment, atomic absorption spectrophotometers, blending and batching equipment, specialized regulators, pigments, flame retardants, heat transfer equipment, chemical specialties for the textile industry, high temperature insulation materials, plastic molding equipment, organic chemicals, and water treatment chemicals and equipment.

Iraq Is A Difficult Market, But Offers Sizable Rewards For Companies That Persist

U.S.-Iraqi trade patterns are changing, according to Allen L. Keiswetter, Commercial Attache at the U.S. Interests Section, Embassy of Belgium in Baghdad. After a steady growth of U.S. exports from $60 million in 1973 to nearly $382 million in 1976, they dropped to $210 million in 1977. Simultaneously, the United States started to purchase sizable amounts of crude and in 1977 these imports totalled $382 million, equaling 1976 exports. Thus the United States ran a bilateral trade deficit, amounting to approximately $172 million, for the first time since Iraq reopened the country to U.S. companies five years ago.

What trade figures exclude

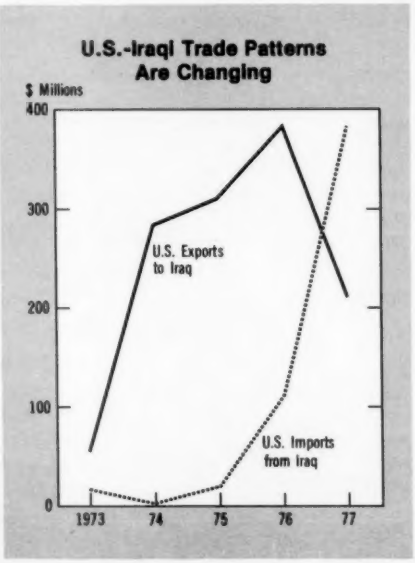
These figures, however, exaggerate the size of the trade shift because they do not capture the value of U.S. goods sold through third countries. These reexport sales may have amounted to $100 million or more in 1977, and there is some evidence that the volume has been increasing in 1978. The trade statistics also exclude services, which in this case comprises several design and consultancy contracts, training programs and oilfield services. Altogether, U.S. sales to Iraq probably at least matched imports in 1977.

The outlook for the remainder of 1978 and first half of '79 depends to a large extent on whether boycott difficulties can be worked out. The Iraqi Government has taken the hardest line among Arab League members and boycott requirements permeate local commercial practices. However, the government has authorized general exceptions for items necessary for the completion of major projects under way and for spare parts for existing U.S. equipment. It also has made some special exception in cases in which it has dealt previously with the U.S. firms or in which the firm offers a product that it particularly wants.

Though boycott problems pose serious short-term obstacles, both the United States and Iraq have strong incentives for continued development of trade in the long run. Controlling 90 percent of the economy, the Iraqi Government still desires the advanced and specialized technology which U.S. firms can provide, especially in the high priority petroleum, transportation, and agricultural sectors. With a population of over 12 million and not yet self-sufficient in food production, Iraq is also likely to continue to purchase U.S. agricultural commodities despite boycott difficulties.

U.S. firms continuing to offer, at competitive prices, products which the Iraqis want will play an important role in maintaining and furthering the American commercial presence. Specific areas which may provide opportunities include:

- Construction and agricultural machinery, where U.S. firms enjoy an especially high reputation;
- The electrical energy sector, where the government was sufficiently interested in U.S. technology to invite eight blue-chip American manufacturers to Iraq as members of a trade mission in February;
- Consultancy and design awards, particularly in the petroleum and resource-based industries, and the agricultural, health, and education sectors, where U.S. expertise is acknowledged and U.S. firms have received major contracts previously. These opportunities do not, however, include most smaller projects for which the government provides its own design and management construction services;
- Specialized and high technology items (e.g., aircraft, locomotives, computers, oilfield equipment) for which non-American alternatives are frequently inferior; and
- Wheat, rice, breeding livestock and poultry, where quality, price and delivery conditions are frequently paramount considerations.



In approaching the Iraqi market, U.S. firms should keep in mind that foreign competitors also face difficulties. For example, in an effort to reorient imports in favor of firms from countries purchasing significant amounts of Iraqi crude, the government recently banned major contract awards to some firms from Iraq's hitherto largest suppliers. In addition, currency fluctuations disadvantage the Japanese, Germans, Swiss and others, many of whom have been asked to assume the exchange risk by denominating contracts in dollars or dinars rather than in their national currencies. Iraq is a difficult market for all.

To deal with the vagaries of the Iraqi scene, many U.S. firms have found third-country connections a useful means of combining strengths. In some cases these affiliations can offer political acceptability and/or low-cost services while the U.S. partners provide equipment and technology. For example, Iraqi policy currently favors firms from the smaller industrialized countries as well as from its principal oil customers (top three—Brazil, Italy and France). Subsidiaries or affiliates in these countries may offer leverage in breaking into the market. Previously U.S. companies have taken advantage of such connections to display their products at Iraqi trade fairs, to market goods through foreign affiliates, and to form joint ventures for major projects.

In short, Iraq is a tough market and, at least until boycott difficulties are sorted out, not for small firms new to exporting. However, with an oil income in the vicinity of $10 billion and a strong desire to develop, the country offers the potential of sizable rewards in the long run for U.S. companies who can afford the market development costs and possibly use third-country connections to mitigate the risks.

CONTINUING PRESENCE ESSENTIAL TO SUCCESS IN VENEZUELAN MARKET

"If you want to do business in Venezuela, you have to do it the Venezuela way. If not, you had better stay out."

This consensus emerged from a working breakfast hosted recently by U.S. Commercial Attache John D. Perkins for American consulting engineers and constructors active in Venezuela. As they see it, the way to do business there is to view this market as a long-term opportunity, establish a continuing presence and, most importantly, weave a web of personal contacts. This is the only way to get things done. "The complications and frustrations of selling here are high; likewise the return on investment is high."

This evaluation, although primarily concerned with winning contracts to provide services and capital goods for the many large projects now under way in Venezuela, is also germane to the merchandising of commodities and consumer goods in general, according to Perkins.

Oceanic Contractors of New Orleans, Louisiana, recently nailed down a $47 million underwater pipelaying contract with the nation's water company, INOS. But it wasn't easy. Oceanic was awarded the contract for this project on three separate occasions within a period of four months in late 1977 but, because of the contracting procedures used by INOS to move forward on this urgent project, each of the awards was nullified. Finally, the bid process through which Oceanic was originally awarded the contract was declared null and void. But Oceanic didn't throw in the towel. Rather, the perseverance and flexibility of its Caracas-based project manager enabled it to overcome these setbacks and walk away with a contract that less determined companies would have considered unobtainable.

Likewise, Dravo and Morrison-Knudsen, despite (or perhaps because of) not winning contract awards for several billion dollar projects, have set up local offices to pursue other opportunities.

This is an election year. Hard decisions on economic policy—to cure a balance of trade deficit, staunch a loss of reserves, rein in consumption—probably won't be taken prior to the elections. Earlier this year restrictions were placed on the importation of certain consumer and capital goods now being produced in Venezuela, but no new import restraints are now seen on the horizon. Government attempts to hold down the cost of living at the retail level have introduced distortions in production patterns. The only safety valve is imports. Thus, there is great likelihood of continued growth of imports of food products, some luxury consumer goods, and consumer durables.

Venezuelans Eye Luxury U.S. Consumer Goods

Many Venezuelans today are engaging in "conspicuous consumption" with the same enthusiasm as the wealthy American of the 1920's. Current status symbols include condominiums in the United States, video tape recorders and large yachts. Besides spending their current income to the fullest, Venezuelans are rapidly and eagerly borrowing funds to make additional purchases. To take advantage of this buying mood, the U.S. Department of Commerce recently held an exhibition of consumer and recreation equipment in Caracas.

The hit of the show was Rotoway Aircraft's Scorpion 133 Mini Helicopter, pictured above. The Tempe, Arizona firm commenced negotiations for a major distributorship, gained tentative government approval for a Venezuelan assembly plant, and expects to sell 30 units over the next 6 months. Other products of high interest included selected hi-fi equipment, outboard motors, all sorts of sports and recreational equipment, microwave ovens and home water filters.

The market in Venezuela for consumer goods has been growing at an annual rate of some 43 percent in recent years, and by 1979 may top $200 million. The U.S. should continue to hold about 60 percent of this market.

The accompanying article provides additional information about the market for consumer products in Venezuela, including a recent government action to limit the importation of selected consumer items currently being produced domestically.

The National Council of Industries continues to promote the concept of "Buy Venezuela" and encourages those government policies which stimulate local production. Existing producers of consumer goods are highly protected; the Council seeks to extend this protection to producer goods and capital items. Nonetheless, local industry will be unable to gear up to manufacture quality products over the medium term. Overall then, there is an excellent market in Venezuela, with imports growing at least 25 percent per year.

Perkins expects that the next government (taking office in March 1979) will put great emphasis on social development, i.e., housing, education, health care delivery, agro-industry and rural development. Projects of this type require substantial local inputs, of course. Nevertheless, the "best prospects" for incremental U.S. exports will be in construction equipment, industrialized housing systems and project management services, followed by agricultural, food processing, and metalworking equipment, construction supplies and building hardware, medical equipment, health care delivery systems, audiovisual equipment and training aids.

Participants in trade missions and American exporters already established in the market report that one of their

strongest marketing tools is providing rapid spare parts service and helping local representatives to provide training in operation and after-sales maintenance capabilities. Of course, this is another way of saying "continuing presence" which, in contrast to "in and out", is essential to success in this market.

Another proven way to enhance sales promotion efforts in Venezuela is through participation in the Commerce-sponsored major exhibitions in the Thomas Alva Edison Exhibition Facility. Seven major vertical exhibitions have been held in 1977 and so far in 1978. Total floor sales of $1,210,000 were reported by exhibitors, along with $79,056,000 in projected 12-month sales. Venezuelan end-users and agents have responded enthusiastically to these events. The latest, the GRAFIQUIPOS printing and graphic arts show, attracted 1,571 trade visitors.

Dr. Ira Martel of the Vita Mix Corp., a new-to-export exhibitor at the recent La Vida Moderna exhibition, reported: "It was a big success for the Vita Mix Corp. because we were contacted at the show by over 40 companies interested in carrying the Vita Mix line in Venezuela."

Upcoming shows in 1979 include: Petroavance-Venezuela, Jan. 23-27, petroleum and gas exploration and refining equipment; Agroindustria, June 5-9, agricultural equipment; Construminero, Aug. 7-11, mining and construction machinery and equipment; and Medisistemas, Sept. 11-15, for medical and health care industries.

The Embassy's Commercial Services Unit offer a wide range of services, and is always ready to help a traveling salesman from the United States. But, Perkins advises, make hotel reservations well in advance and reconfirm return air reservations.

Seminars Are Set In France For Non-European Managers

The Chamber of Commerce and Industry in Strasbourg, France, is sponsoring a program of seminars for managers of non-European companies already located in the European Economic Community or planning to set up a subsidiary there. Contact E. Lutz, Chambre de Commerce et d'Industrie de Strasbourg, Centre Regional de Productivite, 10 place Gutenberg, 67000 Strasbourg, France (tel. (88)32.12.55).

Service Industries Division Is Established By ITA

The Commerce Department's Industry and Trade Administration has established an International Services Division to assist the international marketing activities of such U.S.-based service industries as computer services, air and maritime transport, legal services, insurance, engineering, architecture, advertising, leasing and franchising, accounting, tourism and management consultant services.

The International Services Division will identify and investigate foreign laws, restrictions and administrative practices that adversely affect U.S. service exporters and will formulate programs to reduce such barriers. It also will coordinate the consultations of other government agencies to help solve service industry problems in foreign markets and will deal with policy issues that arise in such international organizations as the United Nations Conference on Trade and Development and the Organization for Economic Cooperation and Development.

Service industries account for an estimated 20 percent of U.S. sales abroad and domestically employ two of every three Americans in the work force.

SMALL BUSINESS SESSIONS FOR WOULD-BE EXPORTERS RESUMING IN SEPTEMBER

Buoyed by a lively response from smaller U.S. enterprises interested in export marketing, a group of Federal agencies will sponsor a second round of introductory conferences on selling abroad in 30 U.S. cities in the months ahead.

The schedule lists the following places and dates: Lincoln, Nebr., Sept. 8; South Bend, Ind., Sept. 13; Orlando, Fla., Sept. 20; Portland, Ore., Sept. 21; Newark, Sept. 27; New Haven, Sept. 28; Tifton, Ga., Sept. 29; Detroit, Oct. 4; San Antonio, Oct. 10 or 12; Houston, Oct. 11; Milwaukee, Oct. 17; Winston-Salem, Oct. 17; Cincinnati, Nov. 1; Rochester, Nov. 8; Pittsburgh, Nov. 8; Erie, Nov. 9, and Denver, Nov. 9.

Additionally, conferences will be held in Minneapolis, Boise, Seattle, Miami, St. Louis, San Francisco, Phoenix, Birmingham, Nashville, Baltimore, San Diego, and Buffalo in the winter and next spring.

Nearly 1,200 representatives of small and minority-operated businesses attended the opening round of conferences in five U.S. cities last March and about 400 signed up for follow-on export-investment workshops. Getting such businesses into the international marketplace is the goal of a new program jointly sponsored by the Commerce Department, Export-Import Bank, Small Business Administration and the Overseas Private Investment Corporation.

Participants are introduced to all aspects of export operations and overseas investment techniques. Presentations are made by senior government officials and by small business executives offering successful case studies. Post-conference personal counseling is also given.

Persons interested in participating should contact the nearest Commerce District Office for full details.

Calendar For World Traders

Sept. 5—Cleveland — Minority Business Awareness Breakfast Series on International Trade—a Channel for Small and Minority Business, sponsored by Minority Business Opportunity Committee. Information: Cleveland District Office, 216-522-4750.

Sept. 5—New York—FCIB International Round Table Conference, Summit Hotel. Information: 212-725-1700.

Sept. 6—San Francisco — FCIB Forest Products Export Credit Group, Sheraton at Fisherman's Wharf. Information: 212-725-1700.

Sept. 7—Chicago — International Trade Club luncheon meeting on Selling Overseas Through Export Management Companies, Hyatt Regency O'Hare. Information: 312-341-9021.

Sept. 7-8—Washington—Seminar on Global Marketing: Sports and Recreation Products, sponsored by U. S. Department of Commerce and the Sporting Goods Manufacturers Association, Commerce Department. Information: 305-842-4100.

Sept. 11—New York—World Trade Institute begins fall semester of 21-course Evening School of World Trade, One World Trade Center. Call: 212-455-4044.

Sept. 12-13—Port Chester, N. Y.—Chase Manhattan Bank seminar on Multinational Financial Policy, Rye Town Hilton. Information: Lisa Salcido, 212-552-6785.

Sept. 13—New York—FCIB Book Exporters Credit Group, Summit Hotel. Information: 212-725-1700.

Sept. 14—New York—Overseas Automotive Club, Inc. luncheon meeting, Summit Hotel. Information: 212-725-1700.

Sept. 14—Chicago — International Trade Club luncheon meeting, Palmer House. Speaker will be Stanley J. Marcuss, Deputy Assistant Secretary of Commerce for Trade Regulations. Information: 312-341-9021.

Sept. 18-22—New York—Three American Management Associations courses, all at Americana Hotel: Financing Export Sales, Sept. 18-19; Marketing for Export, Sept. 20-21; and Export Documentation, Sept. 22. Information: 212-246-0800.

Sept. 19—New York — FCIB Hardware-Automotive and Allied Trades Group meeting, Summit Hotel. Information: 212-725-1700.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises, major construction and expansion projects, and visiting buyers.

Licensing, Investment Abroad

2300—INDONESIA—Firm seeks licensing arrangement to produce brand name **jeans, shirts or other apparel.** A. S. Lukman, P.T. Golden Castle, JP Kopi #5, Jakarta, Indonesia; Telex: 42635 BIRA JAKARTA. P-78635.

2649, 3079—GERMANY—Seeks licenses to manufacture **plastic and paper packing materials** new to German market. Established 1890, has 2,000 employees and annual sales of about $250 million. Produces paper and polyethylene packing materials. Herr Scherf, Bischoff & Klein Verpackungswerke, Postfach 1160, Rahestr. 47, 4540 Lengerich. Telephone: 05481/ 321; Telex: 0941318. P-78628.

2800, 3400—BELGIUM—Major manufacturer and distributor of **chemical and metal products** would like to diversify by addition of new lines through licensing agreements or manufacturing agreements with U.S. firms. Special interest in ferro alloys; molybdenum and derivatives, methanol and formaldehyde, petrochemicals, etc. Contact: Ms. Doris Atkind, Trade Promotion Officer, European-American Bank & Trust Co., 10 Hanover Square, New York, N.Y., 10015, Telephone: 212-437-4300; ref: T. P. 2040. P-78738.

2824, 3079—FRANCE—Large company specializing in industrial textile products wants to diversify and may be interested in manufacturing following under license: **carbon and boron industrial fibers; plastic components for the motor vehicle and aircraft industries; other types of high performance plastic components for industry.** Olivier Billon, Manager, Societe Billon, 62 Rue Philippe de Lasalle, 69004 Lyon. Telephone: (78) 29.99.21; Telex: 310611. P-78625.

2842 — UNITED KINGDOM — Manufacturer of **cleaning and maintenance chemicals and equipment** seeks licenses to produce items in same category. Established 1938, firm employs 100 and has annual sales of $20 million. C. J. C. Haimes, Managing Director, Odex Limited, Cromwell Road, Ellesemere Port, South Wirral, Cheshire. P-78672.

2844 — UNITED KINGDOM — Manufacturer and distributor of **cosmetics and toiletries** seeks to expand product line including **hair preparations,** possibly through future manufacture under license. Established 1948, employs 100. S. Spencer-Jones, Sales Director, French & Scott Ltd., 717 North Circular Road, London NW2 7AL. Telephone: 01-450-7232; Telex: 926630; Cable: FRENCHSCOT. P-78694.

2851—FRANCE—Seeks licenses to manufacture **polymer protective coating for roofs.** Product should be watertight, waterproof, should allow an unbroken covering of flat or low sloping roofs, and should last over ten years. Founded 1925, the firm employs 1,000 and had 1977 sales of $75 million. Produces paints, floor and wall coverings. G. Guillaume, Technical Manager, Industries de Peintures Associees, 2 Rue Jean-Jaures, 90300 Valdoie. Telex: 360970 F; Telephone: 84-21.29.00. P-78627.

2851, 2899 — UNITED KINGDOM — Medium-size firm seeks licenses to manufacture products within current range which includes **acrylic copolymers, lube oil additives, flame retardants and other specialty chemicals** for the plastics, rubber and surface coatings industries. Established 1859, employs 300, is a subsidiary of Carless, Capel and Leonard Ltd. D.W. White, Development Director, Carless Chemicals Limited, All Saints Refinery, Cargo Fleet Road, Middlesbrough, Cleveland, TS3 6AF. P-78730.

2891 — UNITED KINGDOM — Seeks licenses to manufacture **building adhesives, also other products for the construction and paint industries.** Established 1938, firm employs 200 and has annual sales of $8 million. Produces a range of building and industrial adhesives. K. R. Gawen, Group Administration Director, Tretol Ltd., Tretol House, Edgware Road, London NW9 0HT. P-78675.

2899—UNITED KINGDOM—Medium-size company, operating as a general engineering contract manufacturer is interested in a licensing arrangement for production of **pyrotechnics**—air, naval, submarine and military. Established 1951, employs 600. K. Chandler, Director & General Manager, Denis Ferranti Meters Limited, Caernarvon Road, Bangor Gwynedd, North Wales, LL57 4ST. P-78688.

3199—ITALY—Leading manufacturer and distributor of automotive safety belts seeks U.S. licenses for static and automatic **safety belts** intended for both passenger and industrial vehicles. Dr. Giorgio Marsiaj, Managing Director, SABELT, S.p.A., Via Di Vittorio 9, Regione Sanda Vado', 10024 Moncalieri (Torino). Telex: 21374; Telephone: 011/6470747. WTDR. P-78760.

3229—GERMANY—Manufacturer of **laboratory, scientific and technical glassware** is interested in obtaining licenses for manufacture of such products and providing its technology to U.S. firms. Established 1949; 40 to 50 percent of production is exported to other European countries. Joachim Hilgenberg, General Manager, Hilgenberg-Glas, Strauchgraben 2, D-3509 Malsfeld. P-78636.

3272, 2519, 2842—UNITED KINGDOM—Seeks technology to manufacture products compatible with its current line of **specialty chemicals, garden and leisure items, home improvement products and building products.** Founded 1943, firm employs 1,000 and has annual sales of $60 million. A. H. Simon, Vice Chairman, Evode Holdings Limited, Common Road, Stafford, Staffs. ST16 3EH. P-78731.

3400—UNITED KINGDOM—Firm manufactures products requiring **light engineering facilities** employing power presses, centre lathes, milling machines and toolmaking. Seeks licenses to make additional products in this field. Employs 60. P. B. Flynn, Managing Director, Mycroshims Limited, Watchmoor Road, Camberley, Surrey. P-78696.

3442—SAUDI ARABIA—Firm seeks joint venture partner to help establish factory to produce **aluminum doors and windows** in Riyadh area. Contact: Hassaxsomer Balkhi, Tal Company, P. O. Box 3920, Riyadh; cable: NAJLACO; Telex: 2011521 TAL SJ. P-78748. OPIC.

3494—UNITED KINGDOM—Company engaged in subcontract manufacture of nonferrous castings, iron castings, machining and pneumatic presses seeks licenses. Wants to manufacture **valves, pumps and small machine tools.** Firm operates full machine shop, has pattern makers, sand castings in aluminum and copper-based alloys and iron castings to 2 tons. Employs 105. J. Allen, Chairman, M. J. Allen Ltd., Hilton Road, Cobbswood Industrial Estate, Ashford, Kent. P-78639.

3494 — UNITED KINGDOM — Manufacturer of tool making and plastic parts, producing a technical end-product—**air and fluid valves, connectors, cases, etc.**—is interested in manufacturing under license products compatible with its own product range. Employs 120 and reports annual sales volume of $2.4 million. T. Jones, Sales Manager, United Moulders Ltd., Vann Road, Fernhurst, Haslemere, Surrey, GV27 3NX. P-78744.

3500—UNITED KINGDOM—Large firm seeks license to produce any item of **capital equipment in the medium engineering sphere** with or without vacuum technology, preferably with unit prices in the $20,000-$500,000 range. Projects annual sales of $2 million minimum assuming a satisfactory licensing arrangement. Employs 900, reports annual sales of $24 million. Has its own company in U.S. R. W. Schofield, Director, The General Engineering Co. (Radcliffe) Ltd., Bury Road, Radcliffe, Manchester, M26 9UR. P-78641.

3500 — UNITED KINGDOM — Firm engaged in manufacture and assembly of **light/medium engineering products** seeks licenses to make related products, possibly allied to machine tool, commercial vehicle or textile machinery fields. Employs 450 and has annual sales of $10 million. D. Thomas, Managing Director, Ratby Engi-

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-4065. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

neering Co. Limited, Peckleton Common, Earl Shilton, Leicester. P-78699.

3500—UNITED KINGDOM—Manufacturer of **precision engineering products** for chemical industry, machine tools, hydraulics and aircraft engines seeks licenses to make additional products within its line. Employs 450. N. E. Hallsworth, Director, Slack & Parr Limited Long Lane, Kegworth, Derby DE7 2GA. P-78702.

3530—UNITED KINGDOM—Producer and distributor of **materials handling equipment** seeks licenses to make allied products. Employs 100. V. A. Fountain, Sales & Service Manager, Formula Trucks Limited, Tenacre Lane, Egham, Surrey. P-78642.

3530—UNITED KINGDOM—Licenses to make compatible products are sought by manufacturer of **mechanical materials handling equipment and vehicle handling and storage systems.** Employs 175, has annual sales about $4 million. E. R. Madew, Director/General Manager, Boulton Fabrications Limited, Leek New Road, Baddeley Green, Stoke on Trent, Staffs ST2 7HT. P-78703.

3531—GERMANY—Firm specializing in engineering, manufacturing and distribution of **scaffolds and shuttering systems, and concrete finishing and handling equipment** seeks cross licensing agreements with U.S. producers of such equipment. Offers its patented systems and seeks advanced technology from an American concern. Employs 40. Has good reputation and sound financial standing. Dipl.-Ing. Christian Heilwagen, Heilwagen & Co., Postfach 2161, D-3500 Kassel. P-78667.

3532—UNITED KINGDOM—Small producer of items connected with and used in the **coal mining industry** seeks licenses to make allied products. Established 1922, annual sales of $2 million. R. P. Lyons, Chief Engineer, Drillfield Engineering Co. Ltd. Scott Works, Atherstone, Warwickshire. P-78706.

3535—UNITED KINGDOM—Small firm manufacturing **mechanical engineering components for materials handling equipment,** is interested in manufacturing under license any product compatible within its range. I. J. Powell, Director, Powell & Partners (Halesowen) Ltd., 3a Blackberry Lane, Halesowen, West Midlands, B63 4NX. P-78740.

3535—UNITED KINGDOM—Medium-size manufacturer and sales agent for engineering equipment, such as **overhead cranes, conveyors, etc.,** seeks licensing arrangement to produce similar products. Employs 375. G. McMahon, Director, Joseph Adamson & Co., Ltd., P.O. Box 4, Croft Street, Hyde, Cheshire SK14 1EF, England. P-78741.

3547—UNITED KINGDOM—Manufacturer of steel rolling mill machinery, engine components seeks licenses to produce **engineering and allied products.** Established 1965, employs 50. F. H. Shaw, Director, F. H. Shaw & Co., Ltd., Westfield Works, Park Road, Elland, W. Yorks. P-78645.

3551, 3559—UNITED KINGDOM—Seeks licenses to manufacture **wrapping machinery** to complement product line which includes machinery for pillow-pack wrapping, over-wrapping, stretch wrapping, and food item wrapping. Established 1957, firm employs 46 and has annual sales of $1 million. Brian N. B. Smith, Director, Carrington Packaging Ltd., Vulcan Works, Nelson, Lancashire. P-78674.

3559—SWITZERLAND—As part of expansion program, Swiss manufacturer of biological sewage treatment equipment seeks licenses. Interests include novel types of aeration systems for second stage **water treatment;** equipment and technology for advanced water treatment including deodorizing and disinfecting and special filters; and **air pollution control filters** for industrial type exhaust gases and the control of special parameters (no dust filters). Firm well equipped for manufacturing and capable of handling engineering, consulting and related activities. H. Marquard, Manager, AG fuer Wasserwirtschaft und Industrieaustruestung, Zinnengasse 6, 8001 Zurich. P-78733.

3561—UNITED KINGDOM—Manufacturer of **gear pumps,** employing over 70, seeks licenses to manufacture complementary units, and is offering manufacturing rights in this field to interested U.S. companies. R. C. Chadwick, Director, Brook Tool Systems Ltd., 140 Sandy Lane, Camp Hill, Birmingham, B11 1BW. P-78712.

3563—UNITED KINGDOM—Seeks licenses to produce **compressed air equipment** such as air compressors, filters, after coolers and **refrigerated dryers. Also graphic arts machinery and scientific instruments.** Company manufactures and markets scientific instruments, sheet metal working machinery, air compressors and printing machinery. Employs 250. Established 1951. V. L. Bayne, Sales Director, Rodwell Engineering Group, 199/209 Hornchurch Road, Hornchurch, Essex. P.78646.

3567—UNITED KINGDOM—Small manufacturer of fuel-fired heat treatment furnaces seeks licensing agreement to produce products compatible with its own product range. Particularly interested in licenses for **electrically heated car bottom, top hat furnaces and ovens.** Also interested in **advanced technology, i.e. fluidised bed and heat recovery.** M. R. Williamson, Managing Director, Dowson & Mason Ltd., Alma Works, Levenshulme, Manchester M19 2RB. P-78713.

3585—UNITED KINGDOM—Small manufacturer and distributor of **equipment for handling, dispensing and measuring liquids, dispensing motor fuels and lubricants and filling containers, can and bottles** seeks licenses. Wants to make any products compatible with its current product line. Employs 22. J. G. Hurst, Managing Director, Permex Limited, 110a Mill Lane, London, N.W. 6 1NG. P-78717.

3589, 3732—NORWAY—Norwegian shipbuilding company seeks licensing or joint venture arrangements with U.S. manufacturers. Primarily interested in proposals from manufacturers of: **sea/oil rig rescue equipment, anti-pollution devices, and underwater vehicles, etc.** Established in 1947, company has expanded its production activities to include living quarters for North Sea oil rigs and equipment for Norwegian processing industries. Company also has facilities for production of plastic and fiberglass components. Employs 300. Shipyards in Norway altering production to other industrial activities will receive financial support from Norwegian Government. Per Bruun Lie, Managing Director, Batservice Verft A/S, P.O. Box 113, N-4501 Mandal. P-78757.

3600—UNITED KINGDOM—Manufacturer of **electronic security systems and instruments, industrial control equipment, hi-fi and cassette tape products and tape recorders** seeks licenses to make products compatible with its present line. Employs 300, reports annual sales of $5 million. E. G. Bull, Sales Director, G. R. International Electronics Ltd., Sales Dept., 99 Frimley Road, Camberley, Surrey. P-78648.

3600 — UNITED KINGDOM — Desires licensing arrangements for production of **environmental testing equipment of all types; agricultural machinery and construction machinery.** Subsidiary of Butterfield-Harvey Ltd., parent of a group of subsidiaries engaged in engineering, machine tools and manufacture of capital equipment for construction, environmental and process industries. Employs 179. Tim Eldridge, Commercial & Sales Manager, Harvey Fabrication Ltd., Woolwich Road, London S.E. 7. P-78651.

3621—UNITED KINGDOM—Seeks to manufacture under license DC **industrial motors** 2 HP—300 HP suitable for thyristor control; permanent **magnet motors** 1/2 HP—500HP; and 400 HZ **alternators and motor alternators.** Established 1920, firm is manufacturer of an extensive range of rotating electric machines including conversion equipment, high frequency AC and DC generators. Supplier of special DC motors to fork lift truck and electric vehicle manufacturers throughout the world. Has agents in Scandinavia, the Netherlands, Spain and other countries. Employs 500. P. J. O'Shea, Sales Manager, Electro Dynamic Construction Co. Ltd., St. Mary Cray, Orpington, Kent. P-78652.

3634—GERMANY—Manufacturer of **electrical and non-electrical kitchen appliances** seeks to exchange licenses with U.S. firms for production in both countries of innovative/novelty household items especially for the kitchen. Firm is well known in Europe for its mincers, cutters and slicers and a special line of cast iron pots and pans which, it claims, are easy to clean and maintain. Employs 120, markets in Europe, Near East and Africa. Good reputation. Gerhard Trusheim, As-

sistant General Manager, GEKA-Werk Reinhold Klein K. G., D-3573 Gemuenden-Wohra. P-78653.

3639 — AUSTRIA — Seeks licenses for equipment and systems for the **composting and recycling of household garbage.** Manufactures containers and is engaged in plant engineering. Ing. Seyfried, G.M. Manninger Ges.m.b.H., Schererstrasse 16, A-1210 Vienna, Austria. Firms responding are requested to send copies of their correspondence to American Embassy, IX Boltzmangasse 16, A-1091, Vienna. P-78749.

3662—UNITED KINGDOM—Manufacturer of **master and community television antennas, rotary television dials and electronic security equipment** seeks licenses. Wants to make any products allied to its current line. Employs 500, also does general electronic assembly. M. C. Lowe, Director, EMI Sound & Vision Equipment, Communications & Business Equipment Div., 252 Blyth Road, Hayes, Middlesex. P-78718.

3674—INDIA—As part of its diversification program, a large and well regarded Indian construction company plans to establish production facilities in Bombay's Santa Cruz Electronics Export Processing Zone. Seeks joint ventures, technical know-how agreements to manufacture **plastic film capacitors, quartz crystals, mica capacitors communication equipment and additional related electronic products.** Prepared to purchase necessary production equipment in U.S. after consultation with American partners. The Indian group has nine companies, most in civil construction, real estate management and property development. Shiv Dev Gorowara, Group Chief Executive, Maker-Maker Group of Enterprises, Maker Bhavan, 1 New Marine Lines, Bombay-400 020. P-78762. OPIC.

3714—UNITED KINGDOM—Manufacturer of **commercial vehicle body parts and fittings** seeks licensing agreement to produce similar products. Employs 160. R. B. Cooper, Director, Albert Jaggler Ltd., Centaur Works, Green Lane, Walsall, Staffs. P-78745.

3822, 3823—GERMANY—Seeks licenses for production of **industrial and medical electronic instruments and equipment** in Germany. Based on its newly developed digital electronic thermometers, sphygmographs, and blood pressure gauges, as well as other digital electronic measuring apparatus, company expects fast expansion. Enjoys a good reputation. Adelbert Beck, Manager, ETW Industrie-und Medizin-Elektronik GmbH, Mauermattenstrasse 3, D-7808 Waldkirch; Telephone: 7681/9313 or 6601; Telex: 772333. P-78657.

3822—UNITED KINGDOM—Firm seeks licenses for production of **packaged incineration systems** to handle from 50 to 2,000 lbs. per hour of solid waste. Produces a range which can handle up to 1,000 lbs./hr. N. A. Harris, Sales Manager, Standard Incinerators, Heenan Environmental Systems Ltd., P.O. Box 14, Shrub Hill Road, Worcester WR4 9HA, England. Telephone: 0905 23461. Limited supply of firm's brochures available from Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78755.

3823—FRANCE—Manufacturer of industrial controls, valves and pipe fittings seeks American licensing rights to manufacture **process control instrumentation.** Established 1960; employs 285. Firm has a good commercial appraisal. Jean-Claude Roche, Manager, Auxitrol, 187 Blvd. St. Denis, 92403 Courbevoie. Correspondence may be in English. P-78658.

3823—FRANCE—Desires licensing agreements for production of **chromatographic infrared gravity** and **density analyzers.** Manufacturers import and distribute process control instruments. Mr. Broust, Commercial Manager; Instruments S.A. 15 Avenue Jean-Jaures; 94201 Ivry Sur Seine; Telex: 204342, Phone: 670-11-80. P-78678.

3823 — GERMANY — Seeks licensing arrangement for manufacture of **electronic measuring instruments, mainly to measure physical data, e.g., temperature, humidity, pressure, etc.** Specializes in production of measuring and controlling instruments, e.g. thermometer and other temperature control instruments. Established 1957. Mr. Knospe, Testoterm KG Fritzshing, Postfach 1140, 7825 Lenzkirch; Telephone: 07653-764; Telex: 7 722 334, Cable: TESTOTERM LENZKIRCH. P-78750.

3829—UNITED KINGDOM—Small manufacturer of **transducers** (capacitive, inductive, strain gauge, piezo electric) for pressure, force and acceleration seeks licenses to make allied products. Established 1968, employs 30. Annual sales around $600,000. L. M. Massey, Director, The Meclec Company, 5 & 6 Towerfield Close, Shoeburyness, Essex. P-78723.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States or against any United States person, and (b) to encourage and, in specified cases, to require United States persons engaged in the export of articles, materials, supplies, or information to refuse to take actions, including furnishing information or entering into or implementing agreements, which have the effect of furthering or supporting such restrictive trade practices or boycotts. Violators of U.S. anti-boycott law are subject to severe penalties including fine, imprisonment and revocation of export license privileges.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.6 of the above-cited regulations.

3841—FRANCE—Firm desires to broaden product lines and would like to manufacture complementary U.S. designed equipment such as **artificial organs** (other than heart and kidney), **doppler diagnostic systems, thermometric devices** as well as **sophisticated equipment for the blind.** Prefers joint venture arrangement, but also interested in licensing agreement. Specializes in designing and manufacturing of electronically controlled external artificial organs such as kidneys and hearts, and thermic systems. William Nabor, Laboratoire d'Etudes et Recherches d'Electronique Medical (LEREM), 35 rue des Tuileries, 69009 Lyon. Telephone: (78) 83-49-34. P-78668.

3841 — ISRAEL — Long established corporation seeks joint venture arrangement for the manufacture of **clinical disposable thermometers.** Licensing arrangement will also be considered. Avraham Friedlander, Managing Director, The Jordan Exploration & Investment Co. Ltd., 16 Oholiav Street, P. O. Box 3686, Jerusalem; Telex: 26231; Telephone 02-533718. P-78669. OPIC.

3841, 3842—GERMANY—Manufacturer of **medical apparatus** and supplies, has expressed interest in acquiring U.S. licenses and know-how. Particularly interested in new developments and technologies in the following fields: dosing systems for multiple infusions (500-1,000 ml), body fluid balancing systems; newly developed catheters, particularly for applications in cardiology, angiography and drainage; high-technology equipment for medical and pharmacological laboratories, such as particle counters for biological fluids, high precision thermostats for high temperatures and large baths, water analysis systems, equipment for measuring CO_2 in fluids and gases, etc.; diagnostic apparatus, especially small analysis systems for pinpointed applications, bio-electrodes, intensive care stations; accessories and components for oxygen therapy systems, such as probes, ducts, etc. Established 1839, employs over 3,000. Reinhard Roessler, Product Manager, Braun Melsungen AG, Bereich Medizin- und Labortechnik, Postfach 110, D-3508 Melsungen; Telex: 099 923; Telephone: 05661-71852. P-78724.

3861 — PAKISTAN — Movie-house owner and operator seeks joint venture arrangement. Desires technical know-how with trade name and supply of machinery as equity participation for production of **photographic films including motion picture (16 mm and 35 mm) negative and positive raw materials.** U.S. partner will also be expected to provide on-job training for Pakistani partner's personnel if necessary. Pakistani partner to furnish all other expenses including buildings, personnel and procurement of raw material. Firm well connected with the Pakistani movie industry. Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D. C. 20230. WTDR. P-78659.

3873—GERMANY—Firm desires to conclude a cooperation contract with American manufacturer. Intends to grant licenses for its own products and, in turn, would like to expand own production line by manufacturing American firm's complementary products. Produces **time switches** (2 pole isolators); synchronous time switches; **synchronous clocks,** (with and without micro chronometers); **digital time clocks;** the **popular Diehl-Miniclocks** (electronic transistor—controlled, battery operated alarm clock with a new resonic movement); **industrial controls, watches,**

aircraft flight, nautical and navigational instruments; automatic pilots; micro synchronous induction motors. Established 1902; employs 13,000. Operates own R & D laboratories and its products are sold throughout world. Herr Direktor Heidl, Diehl Schaltsystem, Stephanstrasse 49, D-8500 Nuernberg; Telephone: 0911/4751. P-78660.

3949, 2599—SAUDI ARABIA—Firm seeks turnkey contract or joint venture arrangement for establishment of a **twelve lane bowling alley.** Desires bowling alley accessories, furniture and equipment including automatic pin-setting ball returns, auditorium seating, etc. Three additional sites for bowling alleys also being considered. K.H.F. Punthiakey, Consultant, Ali & Fahd Shobokshi Group, P. O. Box 5470, Jidda, Saudi Arabia. Telex: 401008 GAC SJ; Telephone: 58208 or 58209. P-78753.

7011 — KOREA — Firm seeks investment and/or joint venture and management for expanding a class A **tourist hotel.** Hotel is located in shopping area favored by foreign visitors near the United Nations Command/U.S. Eighth Army Headquarters and Korean Ministry of National Defense. Will be expanded from 150 rooms to 450-500 rooms. Opportunities will exist for sales of hotel equipment, furnishings, etc. Chu Soo Lee, President, Hamilton Tourist Hotel, 119-25, Itaewon-Dong, Yongsan-ku, Seoul, Cable: KSHMIL; Telex: K24491; Telephone: 794-0170/9 or 794-6711/9. P-78728. OPIC.

7215 — HONDURAS — Investment firm seeks technical know-how or joint venture for the operations of **self-service laundry chain.** Virgilio Paredes, Inversoflex, S.A. de C.V., Col. Palmira, Calle 3B#306, Apartado 261, Tegucigalpa, D.C., WTDR. P-78758. OPIC.

Major Norwegian Firm Seeks U.S. Chemicals Partner

Dyno Trading of Oslo, Norway wishes to collaborate with U.S. suppliers of chemicals, materials and equipment for the following industries: heavy construction; mining; foundry; paint and varnish; food and packaging. The firm will consider various forms of cooperation including an agency agreement which could later be transformed into a licensing or joint venture arrangement. It is also interested in reverse licensing/joint venture pacts and exclusive representation in Norway/Scandinavia.

The firm is a newly established trading subsidiary of one of Norway's largest manufacturers of chemicals, explosives, equipment and machinery, with plants throughout Scandinavia and Europe. The parent firm has 2,400 employees and had approximately $190 million in sales in 1976. Interested U.S. firms should contact: Lars Sorgard, M.S.C., Manager, Dyno Trading A.S., Tollbugaten 22, Oslo 1, Norway. Telephone: (02) 41 80 00; Cable: DYNO; Telex: 11279 Dyno n. P-78593.

Danish Brewery Announces Eight-Year Expansion Plans

Denmark's largest brewery, United Breweries Ltd., which produces Carlsberg and Tuborg beer, has announced its investment plan for the next eight years. Investment in additional production facilities will be $265 million during the period. Expenditures will also be made for maintenance of existing facilities. The company is seeking the most advanced technology for its expansions.

In addition to new production lines for beer, the firm will also expand production of soft drinks. Stocking facilities will be mechanized. American firms interested in United Breweries' investment plans should contact E. Bjerl Nielsen, Technical Manager, De Forenede Bryggerier A/S (United Breweries Ltd.), Vesterfaelledvej 100, DK-1799 Copenhagen V., Denmark. P-78633.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, licensing or cooperation agreement, write to the Domestic Investment Services Staff, Bureau of Export Development, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Investment

GERMANY — Manufacturer of **medical electronic equipment** sold under trade name "DIGIMED" for electronic digital measurement of blood pressure and temperature, as well as other electronic counting and measuring equipment, is planning an investment in the U.S. and foresees a growing market for its medical instruments here. Adelbert Beck, Mgr., ETW Industrie-und Midizinelektronik GmbH, Mauermattenstrasse 3, D-7808 Waldkirch. File 4004.

Joint venture

AUSTRIA—Spirit levels of all types. Firm seeks U.S. partner in metal (aluminum) fabricating business for production and distribution of Spirit-levels in U.S. Walter Resl, Assistant Trade Commissioner, Austrian Trade Commission, 845 Third Ave., 21st Floor, New York, N.Y. 10022. File 4005.

BELGIUM — New type of **building material** that has excellent insulation, fireproofing and sound-proofing qualities. German firm seeks joint venture or licensing agreement. Ms. Doris D. Atkind, Trade Promotion Officer, European American Bank Banking Corp., 10 Hanover Sq., New York, N.Y. 10015. File 4006.

GERMANY—Manufacturer of pump oilers, carded lubricants, hand pumps, and grease guns desires to purchase controlling interest in U.S. company or seek joint venture arrangements with U.S. firm engaged in the same or similar field. Desired location Midwest—East Coast. Approximate investment $1 million. Gunter Nitsch, Mgr., Market Development, German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. File 4007.

Licensing

GERMANY — Construction equipment. Scaffolding and shuttering systems, and concrete finishing and handling equipment. Dipl-Ing. Christian Heilwagen, Heilwagen & Co., Postfach 2161, D-3500 Kassel. File 3999.

GERMANY—Gas distributing equipment & regulating valves. Firm wishes to exchange know-how and technology in the manufacture of gas distribution equipment, complete stations and gas pressure regulators. Dr. Ing. Guenther Weidner, Regel & Messtechnik GmbH, Osterholzstrasse 45, D-3500 Kassel-B. File 4000.

GERMANY — Extruded plastic parts. High-quality extruded industrial plastic products for the automotive, electronics, construction and advertising industries. Mr. Karl-Hans Caprano, Technoform Caprano & Brunnhofer KG, Ostring 4, 3501 Fuldabrueck-Bergshausen. File 4001.

CANADA—Manufacturer of complete line of modular, knocked-down **furniture** wishes to license a U.S. firm and/or make outright sale of the Canadian patent. John I. Glavan, Mgr., Design Studio Glavan, 2007 Woodglen Crescent, Ottawa, Ont. K1J 6G7. File 4008.

FRANCE — Orthopedic equipment. Firm specializes in manufacture of special orthopedic seats. U.S. Patent No. 3,878,-840. Seats have been successfully marketed in France. Ms. P. Raskin, Societe Le Siege Vertebral, Domaine du Chateau, 01590 Dortan. File 4009.

FRANCE—Agricultural tractor with **electronic control features.** Jacques Bidon, Pres., BI-MA, Velye, 51130 Vertus. File 4010.

GERMANY—Electrical and non-electrical **kitchen appliances** and equipment. Reportedly, firm is well known in Europe for its mincers cutters/slicers, and special line of cast iron pots and pans which, firm claims, are easy to clean and maintain. Gerhard Trushheim. Asst. Gen. Mgr., GEKA-Werk Reinhold Klein K.G., D-3573 Gemuenden-Wohra. File 4011.

GERMANY—Ventilation system for commercial kitchens and restaurants. Consists of filter elements built into casettes made of stainless steel or aluminum used as ceiling elements. Reportedly, it offers a hygienic system which prevents physical damage to the building, provides optimal filtration, avoids dropping of fat and water and fires caused by fat, needs cleaning only after long intervals, causes no draft, and provides handy casettes that can be easily installed. Josef Hammer, Ingenierrbuero, Ensisheimer Strasse 36, D-7800 Freiburg/Breisgau. File 4012.

GERMANY—Small electrical appliances. Firm seeks licensing agreement with U.S. company to manufacture its line of french friers, baby bottle warmers, automatic egg boiler, waffle irons, hot plates, party grills and crepe makers. Petra-Electric, Peter Hohlfeldt GmbH & Co., Alter Sportplatz, D-8872 Burgau. File 4013.

GERMANY—Jet-bag filters, bag and circular filters. Karl Heinz Kraft, Gen. Mgr. Intensiv Filter GmbH & Co., KG Vosskuhlstrasse 63, 5620 Velbert 2. File 4014.

GERMANY—Locking aid for automotive rotary catch locks. Firm desires to sell its patents or grant exclusive license to U.S. manufacturer to produce its locking aid. Pneumatic locking aid is reportedly superior to existing hydraulic systems. Offers simple and space-saving construction that increases reliable operation over an extended service life. German Patent Nos. 1,814,326 and 1,919,148. Herr Drechsler, Ohler Eisenwerk Theob. Pfeiffer, D-5970 Plettenberg-Ohle. File 4015.

SPAIN—Aluminum dross recovery. Firm has designed an original type of Dross Treatment Plant able to produce metal-rich concentrates suitable for melting in reverberatory, induction, or rotary furnaces. Reportedly, principal advantage of this process is that maintenance expenses

are practically avoided. Firm offers its technology and installations in U.S. market. Remetal, S.A., Apartado 837, Vega Uribarri (Axpe-Asua), Bilbao. File 4016.

SWITZERLAND—Solariums, constructed like a bed; radiation comes from bed's surface on which sunbathers are lying. Glass jacket filters out undesired harmful UVC rays. W. Schweizer, Sontegra AG, Hofurlist, CH-6373 Ennetbuergen. File 4017.

SWITZERLAND — Water and sewage treatment systems. Firm offers for licensing in U.S. batch type neutralization plant for acidic, buffered or unbuffered waste water. System has been developed for neutralization of regeneration solutions from ion exchange plants or other industrial waste effluents. H. Uebersax, Theodor Christ AG, Hauptstrasse 192, 4147 Aesch. File 4018.

SWITZERLAND — Dr. N. Bischof, NORM A.M.C. Aktiengesellschaft, CH-6374 Buochs, is offering following **biological sewage treatment equipment** — (a) One basin type, compact multi-stage sewage treatment plant with capacity for 10 to 10,000 individual waste water producers. System has acceptance in the communities where connection to large plants is impossible or too expensive. File 4019. (b) System for aerobic-thermical sludge treatment (recycling). File 4020.

UNITED KINGDOM — Gas-fired clamp system for firing bricks and clay products. Firm seeks to license its patent in U.S. for gas firing of brick clamps. System uses liquified petroleum gas (LPG) or other liquid or gaseous fuels. Firm is also interested in purchasing small brick factory in U.S. as an experimental factory. Firm's chairman, Leslie A. Fawke, arrives in Los Angeles on August 24, returning via New York to U.K. between Sept. 7 and 14. He may be reached in Los Angeles at Hilton Hotel, Rudgwick Brickworks Company Ltd., c/o Pounsley Manor, Blackboys, East Sussex TN22 5HT. File 4021.

USSR—High frequency energy absorbing heat resistant material. License available for new technology to inexpensively manufacture high-frequency energy absorbers at any power level. This method does not require powerful presses, thick-walled press molds, or high-temperature furnaces, since pressing process uses vibration method in which unit pressure does not exceed 100-150 kg. per sq. cm. (instead of 1000-1500 kg. per sq. cm) in static pressing, and caking is performed at temperature of 600-900°C (instead of 1400°C used in current processes). Energy absorbers of required shape are formed with minimum of machining. This technology uses simple, inexpensive non-scarce materials with minimum of waste. Cost of producing one article with new technology (under USSR conditions) is 5 to 6 times less than with prevailing technology. Interested companies should contact the Director, Office 2, V/O Licensintorg, Kakhovka U1. 31, 11361 Moscow. Telex number 7246.

USSR—Electric circuit control and measurement instrument. Device designed to control complex electric circuits available for license. Main advantages are its fast action (5 to 50 tests per second) and versatility. Measurement of circuit parameters, active as well as passive, can be made without unsoldering circuit elements. Also possible to simultaneously measure and control parameters of several double-pole elements for one operation, or if necessary, of only one element. Instrument can measure the following circuit parameters: resistance 1 ohm to 10 ohm; capacity 20pF to 1000 micro F; inductance 10 micro Hertz to 1000 milli Hertz, transistor amplification 1 to 1000; heat currents 0.1 micro amps to 10 milli amps; and a measurement accuracy of 0.5 percent to 1 percent. Contact: Director, Ofc. 2 V/O Licensintorg, Kakhovka U1. 31, 113461 Moscow. Telex number 7246.

Cooperation agreement

GERMANY—Agricultural machinery for seedbed preparation, tillage, and sowing. Company is interested in technical and marketing cooperation with U.S. manufacturer of similar equipment. The cooperation envisaged would consist of an exchange or sale of know-how. Helmut Becker, Karl Becker KG, 3525 Oberweser 1. File 4002.

UNITED KINGDOM—Fastrak digitizing system of British company that designs **laser deflection plotters** and high energy physics equipment, which company claims is in advance of current U.S. techniques. British company wants U.S. partner to support its marketing of the digitizing system. According to the British company, representatives of a U.S. defense agency have been observing the performance of the system in trials with the U.K. government. C. R. Peter, Managing Director, Laser Scan Ltd., Cambridge Science Park, Milton Road, Cambridge CB4 4BH. File 4003.

GERMANY—Plaster manufacturer offers know-how and production licenses to U.S. construction companies as part of a cooperation for **plaster products** including finishing plasters, synthetic resin plasters, bond plasters, plaster finishing mortars and lime products. Werner Wunderle, Mgr. Koch Kalk + Bau GmbH, D-7801 Bollschweil. File 4022.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Broad woven fabric mills

2211521—**COLOMBIA**—Fine cotton fabrics for handkerchief mfg. Estimated value $30,000. Reply to—Arturo Capella, Mgr., Cinco Ltda., Calle, 84 No. 16-43, Apto. 301, Bogota, Colombia. Tel. 236-9102.

Synthetic materials

2221000 — **WEST GERMANY** — Textiles; synthetics for mfg. rain coats & rain jackets. West Berlin importer & exporter of textiles seeks large quantities of synthetic or synthetic-cotton cloth for mfg. rain clothes. Submit samples. Quote c.i.f. European post. Reply to—Herrn Simon, Britannia Tuchimport, Hardenberg Strasse 7, D-1000, Berlin, Germany. Tel. (030) 31-70-58; telex 184-150.

Knitting mills, products

2258000 — **WEST GERMANY** — Procurement tricot fabrics, worsted, 55% polyester, 45% wool. Delivery schedule—20,000 M. Feb. 79, 20,000 M. Mar. 79, 20,000 M. April 79, 25,000 M. May 79. Language correspondence — German. Write, telex or cable—Post Kleiderkasse, Rechtsfaehige Anstalt des Oeffentlichen Rechts, Postfach 5006, 7000 Stuttgart 1. Telex 722005 SAP. Deadline Oct. 2.

Wood products

2491112—**IRAN**—Saturated wooden poles 5.5 m. length, 20,000 pcs., & 7.3 m. length, 4,000 pcs. Applicants residing in U.S. should deposit Rls. 1,000 ($14) in account 90018, Bank Melli, Farah Branch, Tehran, to obtain tender docs. Submit bids to—Gen. Secretariat, Purchasing Dept., Rm. 602, Tele-communication Co. of Iran, Kourosh Kabir Ave., Bisim Pahlavi, Tehran. Refer to bid No. 37/30.

Converted paper, board products

2649587, 3199098 — **JAPAN** — Photograph mounts & folders, paper & leather. Importer of photo stampers, picture frames, antique cameras & antique photographs. Annual sales $500,000. Ref.—Bank of Tokyo, Nagoya Eximae Branch, Nagoya. Reply to—Meikichi Okamura, Pres., Toa Trading Co., Ltd., 2-123 Torimi-Cho, Nishi-Ku, Nagoya 451, Japan. Cable TOAPHOTONAGOYA. Tel. 052-521-9584.

General commercial printing

2754349—**BOLIVIA** — Chromolithographs (chromos) for calendars (landscapes, girls, children, etc.). Reply to—Jaime Juarez, Casilla 7874, La Paz.

Chemical products

2821000, 3559589, 3811200, 9922201, 9913305 —TANZANIA—Tanzania Surface Coating Resins Ltd., newly-formed co., wants estab. plant to mfr. alkyd & synthetic resins for making paints & for use by allied industries. Feasibility study has been undertaken for firm & industrial license has been granted by Ministry of Industries. Firm now seeking U.S. firm to provide them with—complete plant & machinery with all accessories incl. laboratory equip.; raw materials for production 3 tons day; tech. know-how. Interested firms should send their proposals for negotiation to—Shabbir S. Karimjee, Dir., Tanzania Surface Coating Resins Ltd., P.O. Box 1079, Dar Es Salaam, Tanzania.

2829498—WEST GERMANY—Hard gelatine capsules, filling volume more than 1.5 cc. Quote c.i.f. Antwerp, Belgium. Estab. 1957, annual sales DM 5 million. Financial ref.—Stadtsparkasse, 4030 Ratingen. Reply by fastest means to—Herr Krueger, Gen. Mgr., Krueger & Co. GmbH, Preussenstr 56, 4030 Ratingen 6 (HOESEL), Germany, Tel. 02102/67361; telex 8585185.

Agricultural chemicals

2879200, 2873200, 2869500, 2819700 — IVORY COAST—Socabo, govt. managed agricultural cooperative, has launched intl. bid for supply fertilizers & plan health products. Bid consists of 10 lots. Lot 1, dolomite—2-130 tons. Lot 2, phospal (potassium sulphate)—1-008 tons. Lot 3, D.B.C.P. (funazone)—69,750 liters; D.D. (nematocide)—463,000 liters. Lot 4, herbicides—5-775 tons. Lot 5, urea—1-179 tons. Lot 6, potassium sulfate—2-948 tons. Lot 7, olligophyllous elements—12-494 tons. Lot 8, citric acid—12-494 tons. Lot 9, ethylene—2-811 tons. Lot 10, active carbon or bentonite—8-430 tons. Bidders should contact Sietrans, P.O. Box 20026N, Abidjan, Tel. 22-76-78, Telex 3539 for info. Concerning transport & transit operations before submitting bid. Bid docs. must be obtained for 10,000 cfa francs (about $45) from Societe Cooperative Agricole de Bonoua, below address prior to submitting offers. Financed by BNDA (Ivorian Natl. Bank for Agricultural Dev.). Obtain bid docs. from—Secretariat Gen. de la Socabo, P.O. Box 60, Bonoua, Ivory Coast. Bid deadline Oct. 25.

Abrasive, asbestos, nonmetallic mineral products

3292773, 3321533, 3443211-713, 3494233-5, 3621400 — MALAWI — Contract 12A/78 pipes & fittings——asbestos cement—100 mm (4") 400m; unplasticised pvc or ductile iron—150 mm (6") 8 580m; ductile iron—80 mm (3") 550m, 100 mm (4") 4 400m, 150 mm (6") 17 600m. Contract 12B/78 — valves — sluice valves — 80 mm (3") 50 no., 100 mm (4") 230 no., 150 mm (6") 30 no. Air valves single—45 no., double—35 no. Surface boxes with chained lids—300 no. Weir penstocks—600 x 600 mm —6 no. Contract 12C/78—steel tanks—nominal cap.—196,387 liters, 1 no. (incl. supporting trestle), nominal cap.—90,920 liters, 1 no. (tank only), nominal cap.—58,189 liters, no. (tank only). Contract 12F/78 — generators & electrical plant—diesel-engined generating sets, 10 no. Govt Malawi received $3.4 million loan from African Dev. Fund. Part will be used for purchases of pipes, fittings, valves, steel tanks, & generators required for construction small water supply schemes in district water supply project. Tenders invited from mfrs. & suppliers in member states of African Dev. Fund & member countries of African Dev. Bank for supply materials listed above, origin of which must be from one of member states or countries. Bid deadlines—contracts 12A/78, 12B/78, 12C/78, Oct. 6; contract 12F/78, Nov. 3. Obtain bid docs. from—Principal Quantity Surveyor & Comtracts Officer, Ministry of Works & Supplies, Private Bag 316, Lilongwe 3, Malawi.

Steel mill products

3312191—JAPAN—Pig iron. Buyer wishes to import about 100 m/t pig iron/month. Est. annual purchase $300,000. Buyer is mfr. of cast iron automobile parts, annual sales $6 million. Ref.—Tokai Bank, Chiryu Branch, Chiryu. Telex—Hiraku Hosokawa, Engineering Supv., Nishioka Malleable Iron Industrial Co., Ltd., Yoshihara, Toyota, Aichi 473, Japan. Telex 452 8234 Nimal; tel. 0565-52-3311; cable NISHIOKA TOYOTA.

3312453 — PAKISTAN — Stainless steel bars for use in mfg. surgical instruments. Annual requirement $50,000. Requests c. & f. Karachi quotation with delivery schedule. Purchaser is small surgical instruments mfg. unit. Reply to—Dr. Arshad Ahsan Mir, Mng. Partner, Gairish Surgical Corp., Khadim Ali Road, Sialkot, Pakistan. Cable GAIRISH; tel. 4033.

3316831—WEST GERMANY—Steel bars, for construction use, astm A 615, no. 10-14. Founded 1951; imports & exports building & construction materials; 30 employees; annual turnover DM 30 million. Reply to—Mr. Werner, MBW-Handels GmbH, Neuegroeninger Str. 10, 2000 Hamburg 11. Tel. 33 74 55.

3317621-61—WEST GERMANY—Supply of seamless heating tubes, OD—38mm-558.8 mm, and fin. tubes, OD—26.9 mm-76.1 mm. Steel composition of tubes should be—st. 35.9 iii, 15 mo. 3, 13 cr. mo. 44, 10 cr. mo. 910, x 12 cr. mo. 91 and x 20 cr. mo. v 121. Ultrasonic test inspection certificate 3.1a/din. 50049, reproducible, is required in English language. Quantity requested—8,000 tons. Specs.—trd. 102, din. 17175 and 2448, hydraulic test (cold water) at 80 kg/cm 2 g, in factory lengths of 9 to 11 meters, up to 20% thereof in shorter lengths of not less than 7 meters. Also seeks supply of seamless tubes with specs. —tdr 105 and sew/sel 610, in factory lengths of 11 meters max., wall thickness tolerance of 0 to 25% plus. Other specs. same as above. Quote c.i.f. Hamburg. Established 1878, employs 3,000, annual sales DM 475 million. Sells worldwide & has good reputation. Financial refs—Deutsche Bank, Dresdner Bank and Commerzbank, all in 5270 Gummersbach. Reply to—Herr Stahl, L. & C. Steinmueller GmbH, Postfach 1949, D-5270 Gummersbach 1. Cable STEINMUELLER; tel.: 02261/852243; telex: 884551.

Nonferrous metals

3353351—ITALY—Aluminum foil. Specs. —annealed UNI standards 4507, 99.5 percent purity, lab SPI 5513-2 or closest food grade oil quality. Width 292 mm., thickness 14 microns, weight 37.9 grams/sq. meter (tolerance 2.5 grams/sq. m.), tensile strength 1.8 kg./in. Annual potential purchase requirements 1,000 to 2,000 m/t. C.i.f. Italian port quotations preferred. Also indication of quantity available for monthly shipments desired. Reliable firm with U.S. financial backing, mfg. plastic food packaging & wrapping materials & bags. Telex to—William D. Porter, Winpak S.P.A., Via Le Lame 1, P.O. Box 63, 03100 Frosinone, Italy. Phone 0774/80251; telex 62360.

Fabricated metal products

3494000, 3079650—PAPUA NEW GUINEA —Valves & pipe fittings. Construction plastics products—approx. 300 km, pipes, joints & specials in sizes between 15 mm. & 700 mm. nominal dia., suitable for conveyance portable water. Goods will be supplied under 6 schedules each for range pipe sizes. Separate tenders will be received for each of schedules. Approx. 18,000 valves, hydrants & fittings in sizes between 15 mm. & 500 mm. nominal dias., for water distrib. systems. For further details contact consulting engineers, Binnie & Partners, P.O. Box 483, Port Moresby, PNG, telex NE 22205. Charge of K30 (US$41.76) will be made for each set bid docs. & must be obtained prior to submitting offers. Refer to bid No. TC-25-30-116; TC-25-30-115; obtain bid docs. from —Secretary, Dept. of Works & Supply, P.O. Box 1108, Boroko, Papua New Guinea. Bid deadline Nov. 3.

Farm machinery

3523055-116-120-204-215-368-381-406-424-561-562-614-617-651-681-825-828-890, 3585373, 3621442, 3711215—PERU—5 farm trailers, 4 m/t cap. ea.; 1 feed mixer, farm size, stationary, 2 m/t hr. cap.; 2 feed mixers, farm size, stationary, 0.5 m/t hr. cap.; 1 planting and seeding machine; 1 field forage harvester, self-propelled type; 5 field forage harvesters, pull type; 1 truck, 11,000 lbs. cap.; 1 diesel-engine driven generator sft. Also, 4 wheel tractors, 75 h.p.; 1 wheel tractor, 115 h.p.; pulverizers; disc harrows; hammer mills, for feed grinding; 3 refrigeration equip., 12 cu. meter, for o.c; 1 refrigeration equip.; 100 cu. meter, for o.c; milking machine, for milking 16 cows at same time. Also, 12 field forage mowers, rotary type; 6 field forage mower-conditioners, self-propelled type; 4 hay balers; 6 manure spreaders; other haying machinery; 1 farm wagon, 8 metric ton cap; 1 sprinkler irrigation equip.; 5 artificial insemination equip. Contact—Dr. Eduardo Gomez Sanchez, Mgr., Empresa Ganadera Epsa S.A., Tudela y Varela 206, Lima 27, Peru. Tel. 408667. Bid deadlines undetermined.

Construction machinery

3531850—TURKEY—5 crawler-type bulldozers. Project financed by IBRD. Tech. & bidding specs. must be purchased against TL 300. (current rate of exchange TL 25 = U.S. $1) from Turkiye Cumhuriyeti Devlet Demiryollari Isletmesi, Malzeme Dairesi Baskanligi, Ankara. Refer to bid no. 93028-46/49223. Bid deadline Sept. 29.

3534013—PERU—10 freight elevators—8 of 2 tons cap. & 2 of 4 tons cap., all electric type. Quotation requested—C & F—Callao, valid for 210 days as of bid deadline; equip. delivery time; 180 days as of confirmation date of letter of credit. Bid docs. & tech. specs. cost 500 soles (approx. $3.17) and must be obtained prior to submitting offers. Purchase to be paid with own budget through irrevocable letter of credit. Refer to Lic. Pub. Internacional No. 08-78-AA-AL. Obtain bid docs. from—

Humberto Gonzales, Jefe de Lictiacion, Ministerio de Agricultura y Alimentacion, Pliego de Alimentacion, Edificio del Ministerio de Trabajo, Av. Salaverry S/N, Lima 11, Peru. Bid deadline Oct. 18.

Metalworking machinery

3541190—INDIA—2 horizontal boring & milling machines, for machining of segments, wedges, pay off/tension reel shaft, planetory gear boxes, spindle palm end, cylinder, gear sector, etc.—column type with separate rotary table. Specs.—Machine A. working surface rotary table—2,500 X 2,500 M.—max weight job 25 tons; spindle head motor power—40 to 60 kw.; spindle dia. 160 m; axial travel spindle & ram—1,250 to 1,650 mm. Machine B working surface rotary table—2,500 X 2,500 max. wt. job; 25 tons- spindle head motor power—50 to 75 kw.; spindle dia, 200 mm.; spindle head travel of column 2,500 to 3,000 mm.; axial travel of spindle & ram —1,600 to 2,000 mm. Interested firms must procure tender docs. directly from following address prior to submitting bids on payment of RS 105 ($13.27); Refer to bid No. GLOBAL/PUR/HMB/FI(18)/78(L)-(3). Obtain bid docs. from—Mgr. (Materials) HMBP, Heavy Engineering Corp. Ltd., Heavy Machine Bldg. Plant, P.O. Dhurwa, Ranchi, 4, Bihar, India. Bid deadline Oct. 6.

3541599—INDIA—Vertical turning & boring machine—for machining bell & hopper for blast furnace; rotary rings & gear sector ring for wagon trippler, large mine winder drums, tire & girth gear rings for cement mill, gyratory crusher components, etc. Specs.-dia of table single column 1600 mm; max dia. to be turned to center 8,000 to 9,000 mm; dia to be turned 1,000 to 15,000 mm. Load carrying cap. of table 200 tons. Procure tender docs. on payment of RS 105 ($13.27) from Mgr. (Materials)/HMBP, Heavy Engineering Corp. Ltd., Heavy Machine Bldg. Plant, P.O. Dhurwa, Kanchi 4, Bihar, India. Refer to GLOBAL/HMB/PUR/FI/(18)78(L)(1). Bid deadline, Oct. 4.

3541699—INDIA—Planer milling & boring machine—for machining of mill housings (cold & hot rolling mills), large roll chocks, gear box (combined drive & pinion strand) large module racks, gear sectors, etc. machining width X height X length 4,200 X 3,000 X 9,000 mm. Max weight of job—125 tons. Procure tender docs. on payment of RS 705 ($13.27) from Mgr. (Materials) HMBP, Heavy Engineering Corp. Ltd., Heavy Engineering Bldg. Plant, P.O. Dhurwa (Ranchi 4), Bihar, India. Refer to GLOBAL PUR/HMB/FI(18)/78. Bid deadline Oct. 5.

3541848, 3545317—INDIA—27 pneumatic tapping machine M6 cap. Similar to Thor 22TP-475 or Atlas Capco or Desoutter; & 5 pneumatic tapping machines m. 12.0 cap. similar to Renault or Thor make. 5 tapping chucks ¼ in. (6 mm) cap. Jacob type no. 42 or similar. Tender docs. available from below address by remitting RS 10.40 per copy & RS 5 for postage. Refer to tender NO. EN/30/1/76/4282/5 GT. Bid deadline Oct. 12. Obtain bid docs. from—Controller of Stores, Shell Div., Integral Coach Factory, Madras 600 038, India.

3549300—EGYPT—Welding & cutting apparatus. Interested firms urged contact their Egyptian agents for complete conditions & specs. of this tender, which may be obtained against payment of L.E. 15 (U.S. $21.50) for each copy from Foreign Purchases Committee, Alexandria Shipyard Co., Gate 36, Kabbary, Alexandria, Egypt. Cable ALEXYARD; tel. 33090 (UN) ALXYARD. Refer to to tender no. 10/78. Bid deadline Sept. 30.

3549400, 3541800, 3423000, 3553100, 3621000-3100, 3545200, 3567000—GREECE—Equip. & furniture for 11 accelerated training centers, incl. lathes, milling machines, planes, drills, grinding machines, mechanical apparatuses, presses, bending machines, grindstones, brushes, machines for cutting metals, electrical welding machines, electrically driven punches (bid deadline, Oct. 9); electrical motors-generators, electrical & electronic instruments & apparatuses, electrological furnaces, electrological machinery (deadline, Oct. 12); equip. for automobile service shop, equip for central heating, hydraulic apparatuses (deadline, Oct. 16); cooling apparatuses, woodworking machinery, house construction machinery & apparatuses, supervisory equip., printing machinery-typewriters (deadline, Oct. 19); levers, sockets, screw drivers, thread cutters, drills, cutters, spanners, hammers, pliers, placers, files, reamers, screw drivers, instruments for measuring & control (deadline, Oct. 23); work benches, cutting tools of lathe, cars' engines (second hand), hand-operated tools for masons & carpenters, steel-aluminum bronze-cast metals, etc. (deadline, Oct. 26)—screws, bolts, electrological & electronic materials, various material for special purpose e.i. plumbers, cars, engineers, etc. (deadline, Oct. 30); furniture (deadline, Nov. 20). Financed with IBRD asst. Bid docs. obtainable at 400 Drachmas ($11) per set from—Manpower Employment Organization, Directorate of Supplies, 33 Halkokondyli St., Athens, Greece. Refer to bid No. 80/78.

Special industrial machinery

3551100, 3811200, 3621200, 3662165—COLOMBIA—Secretary of Health, City of Bogota, approved investment of 15 million pesos or almost $390,000 to buy add. equip. for quality control in milk processing in Bogota. Interests are in acquiring lab. testing apparatus, such as electronic detectors of fat, Bertuzzi lactometers to detect non-fat solids, sediment pumps for milk cans, sediment lactofilter for milk bottles, chemical reagents, culture media, refrigerators, electronic generators, wagons for mobile laboratories, etc. There will be 14 mobile units around the city, equipped with electronic communications system & connected to central office, through which health service of Bogota plans not only to control quality in milk, but to avoid clandestine departure of improperly processed milk for other parts country. Contact—Dr. Mario Garces Ferrer, Secretario de Salud, Avenida Caracas No. 53-60, Piso 5, Bogota D.E., Colombia.

3551457—PERU—3 packing machines, for packing rice in packages 1 kg ea. Ea. machine should pack 45 to 50 packages/min. 1 packing machine, for packing powdered milk in packages 900 grams. Machine should pack 25 to 38 packages/min. Bid docs. & tech. specs. cost 500 soles (approx. $3.17) & must be obtained from below address prior to submitting offers. Equip. delivery time is 180 days as of date of letter of credit confirmation. Quotation must be C & F Callao, valid for 210 days as of date bid deadline. Purchase to be paid with own budget through irrevocable L/C. Refer to Lic. Pub. Intl. No. 09-78-AA-AL. Obtain bid docs. from—Humberto Gonzales, Jefe de Licitacion, Ministerio de Agricultura y Alimentacion, Pliego de Alimentacion, Edificio del Ministerio de Trabajo Av. Salaverry S/N, Lima 11, Peru. Bid deadline Oct. 25.

3554045 — PHILIPPINES — Calendering machine for PVC film & sheeting fabrication, new or used in good condition. Large coated fabric mfr. would like to obtain price indication for above, either on f.o.b. or c. & f. basis. Quote should incl. point of origin. Reply to—Pablo Sun, Pres., Gen. Coated Fabrics Mfg. Co., 418 Nueva St., Binondo, Manila, Philippines.

3559585 — PERU — Machinery for paperboard cones & tubes mfg. plant; machinery for making eyelets for plastic shoes. Gonzalo Falconi Tejeda is a Peruvian individual who plans to mfr. paperboard cones & tubes for textile industry use. Also plans produce eyelets for plastic shoes & is therefore interested in receiving price lists, catalogs & other info on pertinent machinery & equip. Interested in small-sized plants. Contact—Gonzalo Falconi Tejeda, Colon 452, Miraflores, Lima 18, Peru. Tel. 461760.

General industrial machinery

3561519, 3825200—IRAN—Mechanical dry air pump with chemical desiscator, 1.5 kg. per sq. cm., 100 units. Cable fault recorder (time domain reflectometry system), 15 km. range, 10 units. Transmission line analysis—analog monitoring display system, 10 units. TCI inviting offers for supply above telephone line test equip., interested suppliers must deposit RLS. 1,000 ($14) in ICI account 90018 Farah Branch, Bank Melli, Tehran, Iran to obtain tender docs. Submit bids to—Gen. Secretariat, RM. 602, Purchasing Dept., Telecommunication Co. of Iran, Kourosh-E-Kabir Ave., Bisim Pahlavi, Tehran, Iran. Refer to Bid No. 37/28. Bid deadline, Oct. 7.

3562100—EGYPT—Ball bearings & parts for water stations. Tender docs. must be purchased from purchasing dept. at below address by payment of L.E. 5 (U.S. $7.14) per copy, prior to submitting offers. Plus postal charge of L.E. 1 (U.S. $1.42). All offers must be submitted through registered commercial agents from public or private sector. Offers must also incl. provisional guarantee of 1% total value of tender. Obtain bid docs. from—Gen. Authority for Greater Cairo Water Supply, 42, Ramses St., P.O. Box 55, Cairo, Egypt. Bid deadline Oct. 3.

Electric transmission, distrib. equip.

3612200—THAILAND—250 distrib. transformers—15 kva, complete-self-protected (csp) type, single-phase, 50-cycle, rated 12,000 to 240/480 v. with four 2½% full cap. primary taps below 12,000 v.; transformers shall have 2 high voltage bushings & 4 low voltage bushings; 1 spare primary fuse link to be furnished with ea. group 10 transformers. 375 transformers similar to above item but 37.5 kva. 300 transformers similar to above item but 50 kva. 600 transformers similar to above item but 75 kva. 325 transformers similar to above item but 100 kva. 100 distrib. transformers —45 kva, complete-self-protected (csp) type, 3-phase, 50-cycle, rated 12,000, 3 high voltage bushings & 4 low voltage bushings; 1 spare primary fuse link to be furnished with ea. group 10 transformers. 100 transformers similar to preceding item but 75 kva. 150 transformers similar to preceding item but 112½ kva. 125 distrib. transformers similar to preceding item

but 150 kva. 100 distrib. transformers —167 kva, conventional type, single-phase, 50-cycle, rated 12,000 to 240/480 v. with four 2½% full cap. primary taps below 12,000 v.; transformers shall have 2 high voltage bushings & 4 low voltage bushings. 25 transformers similar to preceding item but 333 kva. 75 distrib. transformers—300 kva, conventional type, 3-phase, 50-cycle, rated 12,000 triangle to 416y/240 v. with four 2½% full cap. primary taps below 12,000 v.; transformers shall have 3 high voltage bushings & 4 low voltage bushings. 100 transformers similar to preceding item but 500 kva. 15 transformers similar to preceding item but 750 kva. 20 transformers similar to preceding item but 1,000 kva. 5 transformers similar to preceding item but 1,500 kva. 560 distrib. transformers—15 kva, completely-self-protected (csp) type, single-phase, 50-cycle, rated 24,000 to 240/480 v. with four 2½% full cap. primary taps below 24,000 v.; transformers shall have 2 high voltage bushings & 4 low voltage bushings; 1 spare primary fuse link to be furnished with ea. group 10 transformers. 420 transformers similar to preceding item but 37.5 kva. 280 transformers similar to preceding item but 50 kva. 80 distrib. transformers—45 kva, completely-self-protected (csp) type, 3-phase, 50-cycle, rated 24,000 triangle to 4162/240 v. with four 2½% full cap. primary taps below 24,000 volts; transformers shall have 3 high voltage bushings; 1 spare primary fuse link to be furnished with ea. group 10 transformers. 60 transformers similar to preceding item but 112 ½ kva. 40 transformers similar to preceding item but 150 kva. Spare parts for all above items also required. Financed by loan from Asian Dev. Bank. Tender docs. for sale at U.S.$15 per set from Purchases & Stores Dept., Metropolitan Electricity Auth. (MEA), 121 Chakpetch St., Bangkok 2. Refer to bid no. ADB-MEA-401. Bid deadline Oct. 26.

3613100-700 — INDIA — Supply, delivery, installing, testing & commissioning following equip. against spec. nos. noted against ea. for 400 k.v. project at Muradnagar, Rishikesh, Moradabad, Asamgarh, Sultanpur, Lucknow & Kanpur, in state of Uttar Pradesh. TDE-151—control & relay panels for 400 k.v. substations. TDE-159-Mulsifire Protection Equip. Intending bidders must collect tender docs. on payment of R.S. 500 (U.S. $100) for each tender spec. by crossed Indian postal orders or bank draft endorsed in favor of Executive Engineer, Electricity 400 k.v. Substation Division, Lucknow. Requisition for tender docs. must be made separately for each spec. accompanied with postal orders by registered letter, tender fee shall not be refunded in any case. World Bank financing. Obtain bid docs. from—Superintending Engineer, Electricity 400 k.v. Substation, Design Circle, U.P. State Electricity Board, 4-A, Gokhale Marg, Lucknow 226001, India. Refer to tender spec. TDE-151 & 159. Bid deadline Oct. 26.

Electrical industrial apparatus

3621300, 3623100, 3829200, 3694600 — INDIA—P. Bahadur, Works Mgr., locomotive workshop, requests assistance in locating U.S. suppliers electrical machinery & equipment. CR proposes to install equip. at its traction motor shop in Parel Locomotive Works, Bombay. Govt. India has approved sum of RS. 8.3 million (approx. $1 million) for upgrading plant & machinery at Parel Locomotive Works' Traction Motor Shop. CR plans invite global tenders, probably in Oct. List of machinery likely to be purchased available from Dept. of Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251. For further details, U.S. firms should contact —P. Bahadur, Works Mgr., Locomotive Workshop, Central Railway (CR), Parel, Bombay 400 012, India.

3629100—THAILAND—170 capacitor bank sets, for pole mounting, consisting of 3 200 kvar capacitor units to be used on 11,500 volt system. Financed by loan from Asian Dev. Bank. Tender docs. for sale at U.S.$5.50 per set from Purchases & Stores Dept., Metropolitan Electricity Authority, 121 Chakpetch Road, Bangkok 2. Refer to bid no. ADB-MEA-234. Bid deadline Oct. 25.

Electric lighting, wiring equipment

3643000, 3644000, 3561000, 3444000 — SAUDI ARABIA—Wiring devices, general building construction. Est. potential first-year import market—$1 million. Electrical fittings, conduits, switches, junction boxes, etc. Est. value 1st year imports—$1.5 million. Pumps, submersible for sewage systems use, est. potential tender value $2 million. Transformers for residential & industrial current distribution. Will need up to $1.5 million/yr. If prices competitive. Ventilators, sheet metal grills, diffusers, ducts & plenums for air-conditioning & ventilation projects; est. value 1st year needs—$1 million. Shobokshi is a major Saudi company with both building construction & electrical contracting branches. Required master catalogs & price lists ASAP for design & procurement related to new & ongoing projects. Telex—K. H. F. Punthiakey, Consultant, Ali. & Fahd Shobokshi Group, P.O. Box 5470, Jidda, Saudi Arabia. Telex 401008 GAC SJ; tel. 58208, 58209.

Communications equipment

3661000, 9912100—ARGENTINA—Entel, Argentine state-owned telephone co., will be holding bids in early 1979 for supply & installation med. cap. (5,000 to 10,000 lines) & small cap. (2,000 to 5,000 lines) private branch semi-electronic & electronic telephone exchanges throughout Argentina to provide expanded telephone service to small & med. sized towns. These exchanges to be connected to trunk lines of Entel. Anywhere between 500 & 3,500 exchanges specified in contract; its value approx. $15 mil., of which $7.5 mil. contracts, supplier expected to arrange financing. Bid specs. probably issued by Dec. 1978 & call for bids would be in March or April 1979, but this schedule subject to slippage. Successful bidder expected to have Argentine rep. 1 key criteria Entel will use judging bids is amount local mfg. incl. in ea. offer. Corcel, S.A., local telecommunications firm engaged in sale & installation telephone, telex, & P.C.M. equip. desires rep. U.S. firms interested in competing for contract should contact—Jorge Ian Scott, Dir. Corcel, S.A., Avenida Corrientes 1955, 7 Suite "M" Buenos Aires. For further info. about bid, firms should contact—Ing. Jose Blanco, Dir. de Ingenieria, Entel Argentina, Dorrego 2520, 9 Piso, Buenos Aires.

3661000—SUDAN—Intl. telex exchange. Tenders to be accompanied by deposit 2% tender value which is refundable to unsuccessful tenderer. Bids should carry prescribed duty stamp. Tender docs. & specs. must be purchased from below address against payment of L.S. 40 ($80) prior to submitting offers. Partly financed from Fed. Rep. of Germany commodity loan for 1978. Reply to—Controller of Stores, Sudan Telecommunications Corp., Light Industrial Area, Khartoum S., Sudan. Refer to tender no. 392. Bid deadline Oct. 4.

3662100—PAPUA NEW GUINEA — Supply 10 single side band exciters to Civil Aviation Agency for use in P.N.G. Equip. shall consist of H.F. Exciter, capable exciting R.F. linear amplifier, operate within frequency range 2 mhz to15 mhz, have cap. to operate on either 1 or 2 channels, (i.e., 2 ch simultaneous operation), able to operate in A3J (USB) & A3H (compatible AM) modes, have R.F. output impedence 500 mh & be capable operating into load that produces VSWR of not more than 1.2/1, capable of power output of at least 100mw p.e.p. in both A3J & A3H modes, fully solid state. Germanium transistors shall not be used. Interested shippers may wish to contact Farrell Lines for possible means of shipment through U.S. west coast to Lae, Papua New Guinea. Some shippers prefer trans-shipment via Hong Kong. Specs. & gen. conditions of tender & contract available from—Secretary, Regional Contract Board, P.O. Box 6507, Boroko, Papua New Guinea. Refer to bid no. C 1050. Bid deadline Oct. 12.

3662110—ARGENTINA—Entel Argentina, state-owned telephone co., will be holding bids on or about Jan. 1979 for frequency division multiplexes to be used with Argentina's expanding microwave transmission facilities. These multiplexes will be also used in transmission of intl. direct-dialed telephone calls in Buenos Aires area. Multiplexes with total cap. of 23,000 channels needed, 600 channels/rack. Although GTE has started producing multiplexes locally, these multiplexes will be imported. Value est. $20 million. Supplier will be expected to arrange financing. Bid docs. expected to be available in Sept. & bid deadline will be in Dec. or Jan., although this schedule is subject to delays. Interested firms should contact—Ing. Jose Blanco, Dir. de Ingenieria, Entel Argentina, Dorrego 2520—9 Piso, 1425 Buenos Aires.

Electrical machinery, equipment

3694220 — INDIA — Bid No. RD/PUX/OT/7029/PP—One turbo generator type micro-alternator & 1 hydrogenerator type micro-alternator with standard & optional accessories as listed in tender doc. Bid No. RD/PUX/OT/7031/PP—1 pulse fourier transform nuclear magnetic resonance spectrometer, solid state, computer controlled. Bidder should also supply spares & accessories as mentioned in tender docs. Tender docs. may be obtained by remitting RS 50 for each tender to Deputy Mgr. (Materials.), Bharat Heavy Electricals Ltd., Corporate Research & Dev., Vikas Nagar, Hyderabad 500 593, India. Bid deadline, Oct. 6. Refer to bid nos. above.

Motor vehicles, equipment

3711100, 3555100-200, 3574000, 3621000, 3662200-690, 3951213—INDONESIA—Min. Education & Culture received loan from IBRD in various currencies equivalent to US$15 million toward cost of 6th Education Project & intends apply proceeds this loan to contract for which this invitation to bid is issued. Prospective bidders from member countries IBRD & Switzerland invited to submit sealed written bid, direct or through their Indonesian rep./agent, for providing & delivering equip. & vehicles for non-formal education project

composed of—offset printing unit; portable generator; recording unit; visual equip.; office equip.; vocational training equip.; ava non-electronic set; cupboard; 4 wheel-drive vehicle; motorcycle. Tender docs. obtainable for rupiah 50,000 (approx. $120.48) from Proyek Pendidikan Non Formal, Direktorat Pendidikan Masyarakat, Dept. Pendidikan Dan Kebudayaan, Jalan Kramat Raya No. 114, P.O. Box 107, Jakarta Pusat, Indonesia. Tel. 34538B. Bid deadline Oct. 9.

3711100, 3799995—TURKEY—7 snow vehicles, crawler-type carriers for transportation personnel & material to remote TV stations which cannot be reached by normal rubber-tired vehicles. Sheet steel cabin, 4-stroke, air-cooled gasoline engine, 6-man crew cap. (incl. operator). 1,000 KG. overall payload. Procurement will be made on credit basis. Bidding specs. in English must be obtained from Modern Translation Bureau, Karanfil Sokak 21/4, Yenisehir, Ankara, Turkey for $20 prior to submitting offers. Checks payable to Modern Translation Bureau should accompany orders. Submit bids to—Trt Kurumu Genel Mudurlugu, Ziya Gokalp Caddesi 23, Yenisehir, Ankara. Refer to bid no. 1895-EPYD/225. Bid deadline Oct. 20.

3711310—EGYPT—50 med. size buses to serve in Eastern Delta. Tender docs. available for L.E. 20 (U.S. $28.57) from—Ministry of Transportation, Telecommunications & Maritime Transport, Nile Gen. Bus Co. for Eastern Delta, 4, El Tayar N. St., Nasr City, Heliopolis, Cairo, Egypt. Refer to tender no. 3/78. Bid deadline Oct. 2.

3714198—IRAQ—Iraqi oil minister, Tayeh Abdul Karim, has inaugurated Iraqi vehicle converted to use liquefied gas as fuel. Vehicle, Toyota pickup, converted to use either gasoline or LPG. Vehicle is 1st of 100 owned by Iraqi oil ministry to be converted using Japanese equip. Conversion costs about $400 per vehicle, incl. gas cylinder. Mindil is reported to have instructed that number, of oil ministry vehicles to be converted be increased from 100 to 1,000. Three LPG filling stations to be built. In the future all Iraqi vehicles will be converted to similar systems. Suppliers of LPG automotive conversion kits should send their descriptive materials to State Organization for Oil Refineries & Gas Processing, P.O. Box 3069, Saadoun St., Baghdad, Iraq. Tel. 888-0071; cable MASAFI, BAGHDAD.

Aircraft, parts

3721123-200—EGYPT—Helicopters & aircraft, for aerial spraying of crops. Although no tender has yet been issued, U.S. Embassy understands Egyptian Ministry of Ag. seeking offers to supply airplanes & helicopters for use in aerial spraying (with herbicides & insecticides) of crops. No. craft desired not specified, but govt. contemplates creating own air fleet for ag. spraying rather than relying on contractors. Write or cable to Director General, Gen. Admin. for Agricultural, Intl. Relations, Ministry of Agriculture, Dokki, Cairo.

Railroad equipment

3743100—TUNISIA—Supply 10 locomotives for metric gauge railroad. Tender docs. & specs. must be purchased from below address for equivalent of 45 Tunisian dinars (1 TD = $2.42) & must be obtained prior to submitting offers. Payment by certified check of bank transfer (SNCFT's account no. 01-5130-5 Societe Tunisienne de Banque, Tunis). Further inquiries should be submitted to Division du Material of SNCFT. Telex 12109 TN; tel. 242 188. Obtain bid docs. from—Societe Natl. des Chemins de Fer Tunisiens, SNCFT, 67 Ave. Farhat Hached, Tunis. Refer to bid no. MT-15. Bid deadline Oct. 14.

3743144—ALGERIA—131 electric locomotives with normal way at 1,435 meters, 2,000 kw felloe power, bid no. XM-C-3/78. Also, supply 65 shunting diesel-electric locomotives, 400 kw felloe power, bid no. WM-MC-4/78. Single copy of each tender doc. & tech. specs. costs 200DA ($51.17) & must be obtained either from address below or from Antenne SNTF, 122 Blvd. Haussman, 75008, Paris, France, prior to submitting bids. Offer & all correspondence must be in French; all specs. metric. Telex 52851 & 52455. Submit bid docs. to—Direction du Material, SNTF, 21/23, Blvd. Mohamed V, Algiers. Bid deadlines Nov. 5.

Engineering, laboratory, scientific, research instruments

3811200-300, 2819000, 2869000—UNITED ARAB EMIRATES—Abu Dhabi Dept. preparing for sizeable tenders for supply of lab equip. & furniture, chemicals, re-agents & media for school teaching labs, diagnostic labs, research labs & food analysis labs. Al-Qadi pharmacy & establishment for drugs, who have successfully bid on behalf of U.S. firm on previous tenders, is seeking reliable U.S. suppliers for subject tenders. Interested U.S. firms should contact U.S. Embassy Abu Dhabi with c.i.f. prices & catalogs. Contact—Saifuddin Al Qadi, Al Qadi Pharmacy & Establishment for Drugs, P.O. Box 468, Abu Dhabi, United Arab Emirates. Tel. 44077, telex 3319.

3811331, 3541299, 3825200, 3832100—INDIA—Three tenders have been issued: 1) one computerized drafting & drilling machine, bid no. DPS/BARC/IEE/1747, deadline Oct. 8. 2) Two 8/14 channel oscillographic recorders with amplifiers. Specs. chart speeds 0.5 to 200 mm/sec. Frequency response 100 hz—3 db, 0.5 db, for 500 hz. Sensitivity 0.05 v/div (amp. gain 2). Max. input 250 v. Rise time 6 ms. 4% overshoot. Stylus thermal tip, bid no. DPS/BARC/IEE/1749, deadline Oct. 5, docs. cost RS. 60 (approx. $7.50). 3) One laser "Raman" microprobe complete with laser optical microscope, monochromater, digital display, spectrophotometer capable operating in both single-channel & multichannel mode, bid no. DPS/BARC/IEE/1739, deadline Sept. 29, docs. cost RS. 80 (approx. $10). Obtain bid docs. from—E. Y. Kalimuddin, Asst. Purchase officer, Bhabha Atomic Research Centre (BARC), Directorate Purchase & Stores, 3rd fl., Mohatta Bldg., Palton Road, Bombay 400 001.

3825100—PARAGUAY—150, three-phase power meters, secondary metering, reactive power, 110v, 5a, 50hz, class 1; 150, three-phase power meters, secondary metering, reactive power, 380/220v, 5a, 50hz, class 1; 1,000 three-phase meters, secondary metering, active power, 380/220v, 5a, 50hz, class 1. Ande is natl. electric power utility. Ande's own financing. 1 set specs. $30, addl. set $20, from—Div. de Adquisiciones, Departmento de Licitaciones-Ande, Calle Padre Cardozo 360, Asuncion, Paraguay. Refer to—180/78. Bid deadline Oct. 2.

Optical instruments, lenses

3832100, 3832110, 3832120—INDIA—One controlled potential coulometry system (Model 380) containing potentiostat, digital coulometer coulometric cell system. Platinum working electrode, ultraprecision micrometer burete, glass burete tip, & 9622 cell bottom, for precise analysis of mineral & organic compounds. Tender docs. available for RS 30 per copy from Deputy Mgr. (Materials), Bharat Heavy Electricals Ltd., Corporate Research & Dev., Vikasnagar, Hyderabad 500 593, India. Refer to tender No. RD/PUX/OT/374/SM. Bid deadline Oct. 6.

Photographic equipment, supplies

3861210—INDIA—One electrostatic copying machine (xerograph). 10 to 15 copies min. Copies required to be made on non-sensitized paper, film, & tracing paper. Tender docs. available for RS. 25 from Deputy Mgr. (Materials), Bharat Heavy Electricals Ltd., Corporate Research & Dev., Vikasnagar, Hyderabad 500 593, India. Tender no. RD/PUX/OT/7038/NN. Bid deadline Nov. 13.

3861739 — FRANCE — Sensitized paper, specifically—Kodak linagraph direct print paper, type 2022, dimensions—6 in./200 ft., spec. 1, quantity—30, 40, or 60 rolls. Created 1961, Chemistry Institute of University of Strasbourg engages in scientific research. Wishes import directly from U.S. for own use sensitized print paper to be used with ultraviolet rays. Requests quotations for 30, 40, or 60 rolls. Yearly purchase would total $1,500 to $2,000. Reply to—Gerard Teller, Engineer, Institut de Chimie, Laboratoire de Spectrometrie de Masse, 1 Rue Blaise Pascal, BP 296 R8, F 67008 Strasbourg Cedex, France. Tel. 88-61.48.02.

Manufacturing industries

3999951 — NETHERLANDS — Subject operates dept. stores in Amsterdam, The Hague, Rotterdam, Eindhoven, Arnhem and Utrecht. Total annual sales FLS. 379,000,000, staff 2,925, total sales area 540,000 sq. ft. Subject is part of the KBB group which also includes—HEMA BV with 67 branches and 69 affiliations—Maxis with 4 superstores—Galeries Modernes with 2 department stores—Perry Van Der Kar with 8 stores—Perry Sport with 1 store. Open account trading warranted with this important company. Reply to—N. Meerman, Prod. Mgr., Stationary Xmas Dec., Magazijn de Binjenkorf BV 90A Damrak, Amsterdam. Telex 17181; tel. 020-216216.

Chemical plants

9910501-3399—SRI LANKA—Design, fabricate, supply, erect & commission plant for pharmaceutical sterile products. Tender docs. available on payment of nonrefundable deposit of RS. 100 ($6.47) from S. Thirunavucarasu, Asst. Tech. Mgr. (Dev.), State Pharmaceuticals Corp. Sri Lanka, P.O. Box 1757, Sir Baron Jayatilake Mawatha, Colombo 1, Sri Lanka. Bid deadline Oct. 18.

Communication projects

9912700, 3662100 — GREECE — Supply & installation equip. for modifying & expanding Thermopylae Satellite Communications Center (2 earth stations). Financed from OTE's budget. Obtain bid docs. from—Hellenic Telecommunications Organization (OTE), Call for Bids Div., 6 Klissovis St.,

Athens, Greece. Refer to bid no. 7253. Bid deadline Oct. 13.

Manufacturing plants

9913208, 3551332 — SRI LANKA — Offers invited from suppliers for installation solvent extraction plant for soybeans, preferably 50 ton/day continuous unit. Firms which could offer above type plant should write direct to Asker S. Moosajee, Moosajees Ltd., P.O. Box 367, 34 W.A.D. Ramanayake, Mawatha, Colombo 2, Sri Lanka.

9913208—TUNISIA—Design & construction fruit & vegetable processing/packing plant, part of irrigation project of Nebhana, partly financed by IBRD. Only firms from IBRD member countries & Switzerland allowed to bid. Tender docs. & specs. must be purchased for equivalent of 10 Tunisian dinars (1 TD = $2.42) from Office de Mise en Valeur de Nebhana, Div. Marketing, Ave. Tahar Sfar, Sousse, Tunisia. Bid deadline Oct. 30.

9913307 — TUNISIA — Min. Industry, Mines & Energy has entrusted BDET (in collaboration with investment promotion agency, PAI, & Auto Assembly Co., STIA) with selecting intl. tire mfr. as "partner" for estab. new tire making plant. Cap. plant to be equivalent to at least 600,000 automotive tires/yr in 1985, when plant should reach full cap.—more if mfr. can export balance. Plant scheduled enter production by 1980-81 at latest. Prospective partner in long-term joint venture expected offer technology & trade mark, tech. & training asst., & foreign marketing asst. Offers should be in French, but English acceptable, in 5 copies. Prices in bidder's local currency should specify costs for engineering; construction bldgs.; production equip. In addition, offers should state cost installation water, gas, electricity, fire-fighting equip., materials handling equip., sanitary facilities, setting up of production equip., tech. assist., mfg. & marketing royalties. Prices for end production & raw materials & payment terms. for any equip. to be supplied also stated. Preselection docs. & BDET letter must be obtained prior to submitting offers. Obtain preselection docs. from—Negib Ben Debba, Dir. Dev. Banque de Dev. Economique de la Tunisie (BDET), 68 Ave. Habib Bourguiba, Tunis. Preselection deadline, Sept. 30.

Natural resource utilization

9915104-6, 9916400—GREECE—Construction irrigation, drainage, road networks, on area approx. 28,350 hectares in Arapitsa, Naoussa, E. Vermion area. Cost est. 950 million drachmas (about $26 million). Intl. bidding will be realized in 2 phases. Phase 1—Express interest & prequal. acceptable contractors to participate in 2nd phase tender. Phase 2—submission economical bids by above-mentioned acceptable contractors, on date which will be announced to them with prequal. results. Summary description of project, also tender procedure will be supplied to interested firms by General Div. of Land Reclamation. Financed with IBRD Asst. Declaration of interest required by Nov. 2. Submit info. to—Ministry of Agriculture, Gen. Div. Land Reclamation, 46 Halkokondyli St., Athens (102). Refer to bid no. 163712/2406(B).

9915109—PHILIPPINES—Bids invited for furnishing & delivery to 3 water districts of pipes, valves, fittings, fire hydrants, & materials for service connections. Delivery will be at ea. water district. Philippine Govt. & LWUA received loan from Intl. Bank for Reconstruction & Dev. in various currencies toward cost 6 provincial cities water supply project. Contract docs. available upon payment of 500 pesos per copy from—Carlos C. Leano, Jr., Gen. Mgr., Local Water Utilities Admin., 7th Fl., NIA Bldg., National Govt. Center, EDSA, Quezon City 3004, Philippines. Bid deadline Dec. 1. Cable—LOCAL WATER.

9915301 — INDIA — Capt. Ray M. Jolly, chief executive, Bay Marine, seeking U.S. firms engaged in offshore drilling activities, & preferably having branch operations in Singapore, to enter into package drilling contract, which would incl. charter of offshore rig/drill ship, supply boats, & related equip. Capt. Jolly's proposal is made as middle man involving Oil India Ltd., Duliajan, Assam. According to Capt. Jolly, Oil India currently making preparation to drill 3-4 exploratory wells in Mahanadi offshore area to depth 5,000 meters & water depths from 15-50 meters, measuring about 12,000 sq. k.m. which has been awarded to them. This offshore region is on India's e. coast, about 80 km. n. of Paradip Port. Oil India planning to invite global tenders some time early Sept. 1978. Their preference will be for single operation to handle entire drilling operation on package contract basis, for better economics. They expect to finalize contract by Nov. 1978, for work to commence in Mar. 1979. According to Capt. Jolly, his firm, which desired to negotiate this contract with interested U.S. offshore drilling co., as intermediary firm, is professional organization with team of 3 key personnel —master mariner with several yrs. command & management experience, marine engineer, & dir. of engineering firm. Interested firms may write directly to Capt. Ray M. Jolly, Bay Marine, 1E Sonali, 8/2A Alipore Park Rd., Calcutta 700027, W. Bengal, India.

9915902, 3559543, 3241011—ARGENTINA —Public domestic & intl. bid for govt.-owned factory of Portland cement "El Gigante" in province of San Luis. Bids call for—sale fixed assets of Portland cement producing plant "El Gigante S.E." & concession for exploitation its raw material fields with option to buy during its completion. Specs. must be obtained from Reception Desk, Under Secretariat of Tourism, Industry & Mines & at Casa de San Luis, Bernardo de Irigoyen No. 224/226, Buenos Aires, at cost of 100,000 Argentine pesos & must be obtained prior to submitting offers. Visits to factory & fields can be arranged by sending personal data of interested parties. Obtain specs. from—Under Secretariat Tourism, Industry & Mines, Government Bldg., San Luis Province, Calle 9 de Julio 934, Upper Level, San Luis, Argentina. Bid deadline, Oct. 30.

Transportation support systems

9916204, 3824361—VENEZUELA—Firms or consortia, either Venezuela or foreign, invited to prequalify for supply & installation fare collection machines & ticketing equip. for Phase 1 (A) & option to also supply & install identical equip. for Phase II (B & C) Caracas Metro. Equip. requested includes coin-operated ticket sales machines, turnstyles, permanently installed readers for verification & coding tickets, pass-issuing machines to be operated by metro personnel, portable readers for verification tickets, & coin change machines. Phase I (A) corresponds to Propatria-Chacaito de la Linea Catia-Petare segment. Phase II-option B corresponds to Chacaito-Palo Ver e de la Linea Catia-Petare segment. Phase II-Option C corresponds to Linea Caricuao-Centro segment. Firms interested in this bid must obtain description equip. & prequal. forms from below address prior to submitting offers. Foreign firms must present following docs. —letter expressing desire of firm to participate in lic. signed by legal rep. of firm. Certified copies all constitutive docs. & statutes of firm. Written evidence in public docs. person or persons authorized to sign for firm & to obligate it in Venezuela. Certified balance sheet last fiscal year. Balance situation with regards to debtors, creditors, fixed assets, investment shares, equity in other firms, & profit & loss statement, etc. Banking, commercial & financial refs. List tech. personnel indicating ea. member's specialization. List similar contracts completed or are in execution (indicating completion date). Docs. that prove firm's satisfactory execution. Type & amount of work to be performed, describing responsibility firm assumed. Certificate solvency from Administracion Central del Impuesto Sobre la Remta del Ministerio de Hacienda de las Republica de Venezuela. Consortia should also have name firm that will be consortium's rep. Docs. required for firms to form consortium. Documentation to confirm legal solidarity of consortium & which of members will be obligated under Venezuelan law. C.A. Metro de Caracas indicated that it will require supplier credit to finance total amount imported goods & services for this bid; therefore, interested firms requested present financing plans. Terms & conditions of financing will be taken into account in awarding bid. Prequal. deadline Nov. 2. Contact—C. A. Metro de Caracas, Esquina de Camejo-Edificio Camejo, Piso 5, Caracas, Venezuela.

9916299—ZAMBIA—Design, mfr., installation & commissioning centralized traffic control supervisory equip. from Kitwe to Livingstone on Zambia Railways, distance about 800 km. Only one tender is envisaged for all works; part tenders will not be accepted. Tender docs. obtainable from address below only on depositing non-refundable fee of K50 (approx. $61 U.S.; ZK = U.S. $1.21751). Tender docs. consist of—Technical Specs. Vol. 8, II, III; Addendum to specs. Vol. IV; gen. & special conditions contract with tender, agreement & bond forms; bills of quantities; instructions to tenderers. Obtain bid docs. from—Secretary, Zambia Railways Tender Board, P.O. Box 695, Kabwe, Zambia. Refer to ZR/SUP/22/78. Bid deadline, Oct. 13.

9916400—UNITED ARAB EMIRATES—Emirate of Abu Dhabi invites competent & experienced contractors to tender for construction & maintenance—main airport access road (dual carriageway 3-lane motor-way-type rd. about 11 km. long, connecting Al Ain Highway with new Abu Dhabi Intl. Airport, incl. sweet soil infill, pipe crossing, etc. 2 adjacent skew prestressed cast-in-situ concrete bridges carrying dual carriageway 2-land road over access road. Ea. bridge consists of 2 continuous spans 2 X 37 metres. Trumpet interchange (Junction 2)—2 single carriageway 2-land link roads, 2.5 & 1.3 km., 2 bridge approach embankments & dual carriageway 2-lane Dubai spurroad 3 km. long to Mafraq-Dubai road. Roundabout (Junction 3) at intersections this spur rd. & Dubai road. Traffic rectangle (or alter-

native temporary roundabout at Junction 1), intersection between said airport access road & Al Ain Highway. Before taking docs., interested tenderers required submit to consultant with copy to Public Works Dep., details their past experience in prestressed cast concrete bridge work as well as in road works. Add'l pertinent info available from Dept. Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel 202-377-2251. Tender docs. must be obtained for non-refundable fee of 3,000 Dirham per set ($1 = 3.9 DH.) from below address or Director, Services & Communications, Dept. Public Works, P.O. Box 3, Abu Dhabi, U.A.E., tel. 41720; telex 2663 WORKS AH. Obtain bid docs. from—Dr. Ing. Walter Kg (DIWI), 10 Wittenbergstrasse, 43 Essen 1, W. Germany. Bid deadline, Oct. 1.

9916400—INDIA—Calcutta Metropolitan Development Authority (CMDA) planning to invite tenders from selected list of qualified Indian & intl. contractors, for construction 2 major roads—eastern metropolitan by-pass, with 2 connectors, 2-lane carriageway—total length about 12 kilometers; Barrackpore-Kalyani expressway, with 2-lane carriageway; total length about 22 kilometers. CMDA received loan of $87 million from Intl. Dev. Assoc., of which more than $6 million will be available for construction of above-mentioned 2 major roads. Obtain prequal. docs. from —Secretary, Calcutta Metropolitan Dev. Authority, 3A Auckland Pl., Calcutta 700017, India. Prequalification deadline Nov. 10.

9916400, 3535100—INDIA—Supply & installation passenger baggage handling system & equip. at intl. passenger terminal bldg. IAAI, estab. 1972, is govt.-owned autonomous body managing India's intl. airports at Bombay, Calcutta, Delhi & Madras. Bid calls for supply of baggage handling system for floor-to-floor transfer of passenger luggage, from check-in counters at 1st fl. of new terminal bldg. to ground fl. Est. equip. cost RS. 4.5 million (US$1 = RS. 8.20). Completed tender docs. should be accompanied with earnest money amounting to RS. 20,000 in crossed demand draft in favor of IAAI. Tender docs., priced at RS. 150 ($19 approx.), available from, Executive Engineer (E), Project Electrical Div., Intl. Airports Authority India (IAAI), Bombay Airport, Bombay 400 057. Bid deadline for this tender Oct. 6.

Power generation and transmission projects

9918102, 9922106—PANAMA—Irhe, Panama's electric power authority, advertised for prequalif. civil works contractors to submit pertinent co. data, for construction civil works at Fortuna Hydroelectric Project in Chiriqui. Actual works consist of preparation of works site; construction pressure tunnel & storage dam. Fortuna project is $240 million plus govt. venture. Located approx. 35 km. n.e. of City of David in Chiriqui province, in w. region Panama. Financing obtained from IBRD & IDB for $140 million, & addl. $25 million obtained from Canadian American Bank of London. Project scheduled for completion by 1984. Contractors interested in this bid must supply all data to below co., incl. past work experience, no. of employees, equip., financial data, etc. Addtl. info. can be obtained from IRHE office. Tel. 25-1300; telex 2239. Submit prequalif. info. to—Arq. Edwin E. Fabrega, Dir. Gen., Instituto de Recursos Hidraulicos y Electrificacion, Apartado 5285, Panama 5. Refer to IRHE bid no. 535-79. Prequal. deadline Sept. 30.

9918102—GREECE—Supply & installation turbines & governors, generators, transformers & electrical equip. for 2 units, 54 megawatts ea., for Asomata Hydroelectric Power Station on Aliakmon River. Complete sets specs. & terms available for 8,000 drachmas (about $220) from Purchasing Dept., Public Power Corp., 55 Stournari St., Athens. Refer to bid no. AH-3. Bid deadline Nov. 23.

Engineering services

9922299, 9913102—ARGENTINA—Fabricaciones Militares (FM), Argentine Army's industrial complex, will be holding bids in late October for supply of technology & components in order to initiate local mfr. of pulse code modulation systems. Equip. will be supplied to ENTEL, Argentine state-owned telephone co. for installation in Argentina's expanding communications transmission network. FM would like to mfr. 30-channel variety PCM used in Europe instead of 24-channel-type used in U.S. Despite this fact, possibly U.S. companies can supply this equip. Total of 600 systems, with 1,200 terminals & total cap. 36,000 channels will be needed. Contract will run for 5 yrs. During 1st yr, 150 PCM systems will be imported to be delivered to ENTEL in mid-1979. Following year, FM expects to install metal strips on 120 PCM systems. After that phase, FM would like to assemble remaining 330, using as much locally manufactured parts as possible. Bids will be judged according to how much local content is offered. Supplier will be expected to arrange financing. Total value of contract expected to be around $20 million. U.S. firms interested in project should contact—Tte. Colonel Ruben Jose Lorenzo, Dir. Interino, Fabrica Militar Gral. San Martin, Gen. Savio & Junin, 1650 San Martin, Pcia. de Buenos Aires. Obtain bid docs. from—Ing. Luciano E. Garcia, Oficina de Abastecimiento, Direccion Gen. de Fabricaciones Militares, Avenida Cabildo 65, 1426 Buenos Aires. Bid deadline Oct. 31.

9923202—AFGHANISTAN—Asian Development Bank expected approve—$1.6 million loan & tech. asst. grant for Seraj agricultural dev. project. Purpose of loan will be to finance foreign exchange cost consulting services for preparing feasibility study, design, & tender docs. for project. Project divided into 2 stages—I, anticipated to begin Jan. 1979, consultant will prepare feasibility study of project. Stage I expected require 72 consultant man months. In Stage II, which is contingent on favorable recommendations of consultant, consultant will prepare detailed designs, tech. specs. & tender docs. Stage II will require 66 man months. Both stages should be completed in 17 months. Eventual goal of project will be development about 20,000 hectares land, now either uncropped or partically irrigated, in upper Helmand River valley near Kajakai Dam. Complementary ADB project to increase storage cap. of Kajakai Dam now underway. Configuration of project will be determined by consultant, but expected to involve diversion dams, irrigation & drainage canals, & farm & access roads. Ministry of Water & Power will be executing agency for project. Interested U.S. firms contact Abdul Haj Abassi, President, Planning Dept., Ministry Water & Power, Kabul, Afghanistan.

New Asian Development Bank Projects Offer Opportunities

The Asian Development Bank's latest "Monthly Operational Information" lists several new proposed projects, which could offer opportunities for the sale of equipment and consulting services.

The Burmese Electric Power Corporation wishes to construct hydro generation units at Sedawgyi Dam and a 65-kilometer transmission line for 132 kilovolts. An ADB appraisal mission is scheduled for October. No decision has been made on the amount of the loan or whether consulting services will be required.

The Philippine Local Water Utilities Administration is seeking $23 million to design and construct water supply systems in 12 provincial centers. Feasibility studies are under review and consulting services will be required.

The Development Finance Corporation of Sri Lanka has applied for a $10 million credit to meet the foreign exchange requirements of small and medium-sized industries. Consulting services may be required for the appraisal mission in September.

The Thai Metropolitan Water Works Authority (MWWA) requires additional funding to improve and extend Bangkok's water distribution system. Consultant services will be required. The project study and costs are currently under review by MWWA.

Consulting services will be required to provide technical assistance for several project studies, design and training. Petro Bangla in Dacca seeks $80,000 to study the feasibility of developing additional gas production wells, construction of supplementary or feeder transmission and distribution lines and development of a gas sector planning and institutions building proposal in Bangladesh. The Bank has been asked to provide $150,000 and the United Nations Development Program $200,000 to update feasibility studies and prepare detailed design engineering for the Kud multipurpose project being executed by Thailand's Royal Irrigation Department. The Department of Finance in the Maldives has requested $100,000 to assess resource availability and identify investment projects and their priority within the overall development framework of the country.

Information on Asian Development Bank procedures, including rules for procurement of consulting services, construction work, and equipment supply, is available in the July 17 issue of *Commerce America*.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Fabricated textile products

2211450, 2231260, 2221720, 2221740, 2231253—ECUADOR—Cotton, synthetic, & wool material to mfr. bed blankets. Customer desires to receive samples. Interested in importing as well as acting as agent. Send literature & quote c. & f. Guayaquil. Reply to—Nestory Monroy-Cedeno, Calle General Gomez 2818, Guayaquil, Ecuador.

2392600—UNITED KINGDOM—Furnish-

ing textiles. Small U.K. co. estab. 1971 & operates as agent of furnishing textiles. Interested in representing U.S. firms. Ref.-Midland Bank Ltd., Market Place, Heckmondwike. Reply to—G. H. Smith, Mng. Dir., Byma Textiles Ltd., 57 Commercial St., Batley, West Yorkshire, U.K. Tel. Batley 476415; telex 556267.

2392925—JAPAN—Bath towels sought for distribution by importer/distrib. of builders' materials & gen. merchandise. Capital $75,000. Annual sales $1 million. Ref.: Saitama Bank, Osaka Branch. Reply to—T. Tsutsui, Exec. V.P., Ace Corp, 18 Shinmachi-Kitadori 1-Chome, Nishi-Ku, Osaka 550. Cable ACECORPORATION OSAKA; tel. 06-538-3866.

Wood products

2499583, 3229122-23-25-38, 3231633 — WEST GERMANY—Wooden tableware; machine made glass tableware; cookware, ovenware & kitchenware; machine made glass & kitchenware; candles, & candle sticks, made of glass & china. Estab. 1950, employs 500 & has a very good business reputation. Financial refs.—Deutsche Bank AG, Commerzbank AG, Bankhaus Lampe, all in 4800 Bielefeld. Reply by fastest means to—R. E. A. Kobusch, Mgr., Dr. Oetker Haushaltsgeraete-Ges., MBH & Co. KG., Postfach 85, Brokstr 77, 4800 Bielefeld 1, Germany. Tel. 0521/25011; telex 932324.

Household furniture

2511720 — UNITED KINGDOM — Porch, lawn, beach furniture. Part of Certikin Ltd. group of companies mfg. swimming pool equip., accessories & domestic & commercial filtration installations. Part of diversification program. Seeks garden & home leisure products suitable for marketing, through existing department stores, mail order, & garden center outlets. Import above-ground swimming & paddling pools from Coleco, Hartford, Ct. Bank ref.—Midland Bank Ltd., Middle Row, East Grinstead, Sussex. Reply to — Stephen B. Walby, Sales Mgr., Cercol (Leisure Products) Ltd., Henfield Road, Cowfold, Sussex, U.K. Tel. 040-386-717; telex 877127.

General commercial printing

2751698 — UNITED KINGDOM — Educational materials. U.K. company operates as mfr./distrib. of educational materials. Interested in representing U.S. firms. Bankers will be supplied to U.S. companies on request. Reply to—T. P. Norris, Sales Admin. Mgr., E. S. Perry Ltd., Osmiroid Works, Fareham Road, Gosport Hampshire, U.K. Tel. Fareham 232345.

Chemical products

2899541 — PAKISTAN — Mud chemicals. Annual sales potential 1,000 to 2,000 m/t. Importer & sale indent agent of equip. & machinery for cement industry. Mining & oil & gas industry & shipbuilding industry. Imports from U.K., W. Germany, Sweden, Italy, Japan & Korea. Represents head Wrighston Stampings, Hartlepool, U.K., George Taylor & Co., Staffordshire, U.K., Hydron Appareechiature. Milan, Italy, & Vorholt & Schega GmbH & Co., Haltern, W. Germany on excl. basis & Tasman Alloy Industries Pty., Ltd., Waterloo, Australia; Dynamidon Koppers Industriekeramik GmbH, Dusseldorf, W. Germany; Outokumpu Oy, Espoo, Finland & MIBA Gleitlager AG, Laakrichen, Austria on non-excl. basis. Seeks long-term agency arrangements with U.S. principals for sale of above in Pakistan. Claims annual sales $600,000. Employs 6 incl. 2 salesmen & 1 technical. Reply to—M. Yunus, Proprietor, Bonus Corp., 9-B Rimpa Plaza, M. A. Jinnah Road, Karachi, Pakistan. Cable PAKBONUS KARACHI; tel. 77777.

Fabricated rubber products

3021200, 3069331—HAITI—Beach sandals, pneumatic mattresses sought for boat club that will include store to sell beach & fishing equipment. Requested material will be partly sold & partly rented. Contact Jean Jacques Gerbaud, L'Abeille, S.A., P.O. Box 304, Port-Au-Prince, Haiti. Tel. 25776.

3069369-75-78—AUSTRIA—Cleaning rags of latex or sponge type materials, size approx. 19x21 centimeters, quality similar to Vileda brand, packed in imprinted sealed poly bags holding 3 pieces ea.; 50 poly-bags in cardboard box. Annual demand—6,000,000-8,000,000 bags of 3 rags ea. in part deliveries of 100-150,000 bags. Approx. price-Austrian shillings 300 (US$20 at current rate of exchange) for 100 bags of 3 rags ea. incl. transportation & duties to Bregenz. Inquirer is a leading mfr. of household cleaning devices (especially pot cleaners) in Austria. 40 employees, annual turnover approx. Austrian shillings 24 millions (US$ 1.6 millions). Documented offers with samples requested ASAP. Reply to—Mr. Kristavcnik, Reiter & Ziegler, Meinradgasse 4, A-6900 Bregenz, Austria. Tel. 5574/31768; telex 57659 Rezi AT.

3069881 — AUSTRALIA — Soft toys — rubber. Small importer & distrib. baby & nursery items. Newly estab. & intends importing on large scale & estab. retail outlets throughout Australia. Presently imports from U.S. & Europe. Reply to—Michael J. Herman, Mgr., Avanel Imports, 19 Raphael St., Caulfield North Vic 3161, Australia. Tel. 03/5274979.

Glass, glassware

3229128 — GUATEMALA — Ornamental, decorative, novelty glassware. Firm is a representation, import-export firm recently founded, representing firms mfg. lamps, carpets, clothers, plastic articles, custom jewelry, etc. Interested in new lines. Direct annual sales reported as $30,000 & commissions as $80,000. Ref.—Emmbe T.G., New York. Reply to—Roberto Korenstein K., Mgr., Rodhers Internacional, P.O. Box 2820, 11 Ave. 13-54, Zona 1, Of. 434 Guatemala City, Guatemala, Tel. 85782. Ref. Emmbe T.G., New York.

Primary smelting, refining of nonferrous metals

3339798 — UNITED KINGDOM — Estab. 1969. Employs 28 & operates as distrib./exporter of finished & semi-finished mill products—special metals, zirconium, tungsten, molybdenum, niobium, etc. Interested in representing U.S. firms. Ref.—Midland Bank Ltd., Poplar Road, Solihull. Telex—K. I. Chester, Customer Service, Metallurgist, Titanium Intl. Ltd., Bridge Estate, Thornhill Road, Solihull, West Midlands, U.K. Tel. 021-704-9717; telex 338253.

Cutlery, hand tools, gen'l hardware

3423311-41—NETHERLANDS — Shovels, spades, forks, hoes, rakes, weeders. Estab. 1966, staff 8. Bankers—Algemene Bank Nederland NV, Wilhelminaplant-Soen 7, Bussum. Recommend transactions on secured basis. Reply to—G.T.K. Liem, Mgr., Jafic International BV, P.O. Box 405, Lindelaan 8A, Bussum, The Neths. Cable—INTERJAFIC; telex-43419; tel. 02159/18443.

Heating apparatus, plumbing fixtures

3433410-41—NETHERLANDS — Domestic gas, oil heating stoves. See WTD report of April 1978, Masalco BV (auth. capital DFL. 2,000,000, paid in 500,000) is holding company for 8 Dutch and 1 Belgian companies in Geertjes Group, trading in electric and other household apparatus and appliances as well as in dairy eqpt., industrial cleaners, etc. Excluding milk-cooler joint venture with Paul Mueller Co., Springfield Mo, Masalco has 310 staff, consol. annual sales 1977 approx. DFL. 120,000,000. (1 US dol; DFL. 2.20). Reply to—Z. Geertjes, Mgr., Masalco BV, Vredeveldseweg 2, 9404 CD Assen, Netherlands. Telex 53882; tel. 05920/10133.

Metal stampings

3462111—GUATEMALA—Galvanized steel chain for marine buoys. Each link should have length of 14-15"; weight-50 lbs.; thickness-2½". Length of whole chain should be 400' to be sent in parts of 50'. Well estab. mfrs. rep. & importer of drilling equip., steel, jacks & automotive tires. In addition, Mrs. Kroner owns & operates a cattle plantation. Local banks contacted by Embassy lack experience on subject firm. Normal commercial precautions recommended in dealings involving credit. Ref. Hercules Corp., Wilmington, Del.; Westinghouse Air Brake Co., N.Y.; Templeton Keney Co., Broadview, Ill.; Timken Corp., Canton, Ohio. Reply to—Olga Kroner, Owner-Mgr., H. J. Kroner Representaciones, 41 Calle 10-03, Zona 8, Guatemala City. Tel. 40439 and 45717.

Special industrial machinery

3551367 — UNITED KINGDOM — Bottle unscramblers, air cleaners, labeling, cartoning, & packing machines. Medium-sized co. estab. 1929, employs 170 & operates as sales agent for above. Interested in representing U.S. firms. Ref.—Barclays Bank Ltd., Horne Hill SE24. Telex—G. B. Harley, Mng. Dir., Gravfil Machines Ltd., Chapel Road, London SE27 OTU, U.K. Tel. 01-761-1481; telex 917339.

3559300—UNITED KINGDOM—Plastics processing machinery. Estab. 1966, employs 12 & operates as mfr./sales agent of above. Interested in representing U.S. firms. Ref.—Lloyds Bank Ltd., High St., Bognor Regis. U.K. Reply to—John Bargery, Mng. Dir., Regis Machinery (sales) Ltd., Richmond Road, Bognor Regis, Sussex, U.K. Tel. 02433-25661; Telex 86759.

3559511—UNITED KINGDOM—Products of service in both refineries & petrochemical plants & also products used in offshore oil industry. Small co. estab. 1974. Employs 150 & operates as mfr./agent of products listed above. Interested in representing U.S. firms. Ref.—Barclays Bank Ltd., Milford Haven, Dyfed. Reply to — P. G. Hancock, Mng. Dir., Barnlake Engineering Ltd., Barnlake Point Burton, Dyfed, Wales, U.K. Tel. Neyland 600546; telex 48494.

3559589 — UNITED KINGDOM — Engine reconditioning equip. & complementary or associated items. Operates as distrib. of engine reconditioning equip. & complementary or associated items. Also aerosol prods. Interested representing U.S. firms. Ref.—Barclays Bank Ltd., 61

Old Christchurch Road, Bournemouth, Dorset. Reply to—K.L.F. Bennett, Dir., Orris & Ingram (London) Ltd., 156 Stanley Green Road, Poole, Dorset, U.K. Tel. Poole 757; telex 41495.

3559589 — INDIA — Tanning & leather processing machinery, including shearing & hair shaving machinery & leather garment making machinery & equip. Old estab. firm exporting primarily textiles, pipes & tubes to U.S., U.K., Australia, New Zealand, & Western Europe. As indenting agent, also imports iron & steel, cables & special wires from W. Germany, Japan, France & Holland. Reportedly, firm's working capital is RS.1.5 million & est. sales turnover RS.40 million (US$1=RS.8.20). Reply to—Ganesh G. Podar, Operations Dir., Podar Brothers (PB), P.O. Box No. 2445, 383-M Kalbadevi Road, Bombay 400002, India. Cable GULPODA-BOMBAY.

3559589 — KENYA — Machinery to feed leader tape & magnetic recording tape into compact audio cassettes. Electric power 240 volts 50 hz. 4 leader tape feeders & 6 magnetic tape feeders. Price not over $2,000/machine. Delivery within 4 months. Quotations c.i.f. Mombasa. Write to—Zack Wambugu, P.O. Box 1400, Nakuru, Kenya.

General industrial machinery

3561551—UNITED KINGDOM—Sprinkler & other fire protection equip. Large co. estab. 1957, employs 1,500 & operates as contractor for sprinkler & other fire protection equip. Interested in representing U.S. firms. Ref.—Barclays Bank Ltd., High St., Birmingham. Reply to P. Glynn, Mng. Dir., Merrol Fire Protection Engineers Ltd., Oxford St., Bilston, West Midlands, WV14 7HR, U.K. Tel. Bilston 41981; telex 336524.

3569126—WEST GERMANY—Labeling & marking machines for industrial use. Estab. 1965, employs 16, annual sales amount to about DM 5 million. Financial ref.—Stadtsparkasse in 4300 Essen-Rellinghausen. Good reputation. Reply by fastest means to—Herr Udo Feiertag, Zeichentechnik Rosenbaum, Postfach 210045, AM Zehnthof 52, 4300 Essen, Germany. Tel. 0201/272024.

Office, computing, acct. machines

3579632-98 — BELGIUM — Electric stappling machines (office type); pencil sharpeners; scissors & shears (office use). Corp., estab. 30 years ago, imports/distributes stationery & office supplies. Has excl. rep. for distrib. in Benelux of Pentel pens from Japan. Employs 7 & claims annual sales volume of over $1.5 million. Reply to—Daniel Fogel, Dir. Mgr., Sotal S.A., Rue Rubens 114, B-1030 Brussels, Belgium. Tel. 02/216.13.80; telex 62984.

3579698 — UNITED KINGDOM — Desk pencil sharpeners & paper shredders. Small U.K. co. estab. 1823, employs 140 & operates as mfr./distrib. of casters & hardware to furniture mfg. industry. Also desk pencil sharpeners & paper shredders. Interested representing U.S. firms for any additional lines for sale to stationery trade & govt./local authorities. Ref.-Midland Bank Ltd., Cradley Heath, W. Midlands. Reply to—R. Truslove, Mng. Dir., Joseph Gillott & Sons Ltd., Victoria Works, Birmingham Road, Dudley, West Midlands, DY1 4RL, U.K. Tel. 0384-57445; Telex 336170.

Household appliances

3635041 — COLOMBIA — Central vacuum cleaning systems for houses & buildings. Mechanical engineer plans to start distrib. of these systems. Reply to—Alberto Beltran, Calle 64 No. 9-58, Apto. 402, Bogota. Tel. 235 7472.

Communications equipment

3662681—FRANCE—Consumer electronic security equip. (gas-smoke detectors, fire alarms, etc.). Small firm specializing in importing & distributing alarm & security equip. Represents several European mfrs. Annual sales F1 million. Financial references—Societe Lyonnaise de Banque. Reply to—Mr. Besson, Mgr., Societe Dicelec, 168 Rue Ra Buteau, 71000 Macon, France. Tel. (85) 38.77.67.

3662681 — BELGIUM — Electronic garage door openers. G. Degroote is starting his own import firm & is interested in above, for which he believes there is a good market in Belgium. Reply to—G. Degroote, Owner/Mgr., Firma Degroote, Zeedijk 188 A, 8390 Knokke Heist, Belgium. Tel. 050/513528.

Measuring & controlling devices

3823052-53-75 — FRANCE — Mechanical measuring recording controllers; recorders; chromatographic analyzers. Estab. 1975. Mfr. & distrib. of measuring instruments. Employs 10 including 5 salesmen. Bank ref.—Societe Nancienne et Varin-Bernier, Agence D'Orsay 91400. Reply to—J. P. Viguie, Commercial Mfr., Ste. Visualisation, Mesures Machines, 31 Ave. de L'Eperon, 91700 Sainte Genevieve des Bois, France. Tel. 015-75 96.

3823075—SWITZERLAND—Gas chromatographic analyzers for process and pollution control, as well as laboratory type units. Small, highly specialized importer/rep. of advanced analytical instruments covering entire Swiss market & adjacent Northern France. After-sales servicing capability. Competent staff includes graduate chemists. Bank ref.—Union Bank of Switzerland, 1201 Geneva, Switzerland. Reply to—R. C. Cagnazzo, Pres., CIP Chemicals & Industrial Products Ltd., P.O. Box 172, 1211 Geneva 1. Tel. 022/32 99 88.

3829000 — PHILIPPINES — Test, calibration & repair of water meter, valve test equip., pipes & tubes test equip. Large & estab. firm which imports & distributes very broad line of industrial equip. & supplies. Wishes obtain price indication, brochures and/or catalogs & delivery schedule. Reply to—Benjamin To. Sulit, Mgr., Crane Valves Dept., Edward J. Nell Co., 325 Buendia Ave. Ext. Corner Malugay Makati, Metro Manila. Cable NELED MANILA; telex RCA 7222077.

3829254—UNITED KINGDOM—Measuring & testing equip. Small co. estab. 1898—Germany, 1959—Great Britain. Employs 80 & operates as agent/distrib. of machine tools, measuring & testing equip., plastics processing machinery, specialized industrial equip. Interested in representing U.S. firms. Ref.—Airam Inc., 9259 Independence Ave., Chatsworth, Calif. 91311. Reply to—Hahn & Klob (Great Britain) Ltd., Leicester Road, Rugby, CV21 1 NY Warwickshire, U.K. Tel. Rugby 74261; Telex 31692.

Toys, amusement, sporting goods

3944251—DENMARK—Model construction set, airplanes & engines for same. Firm estab. 1974 & employs 35. Acts as mfr. of office & store shelving of metal, as distrib. of engines of foreign mfr. for model airplanes. Reply to—Frank Obel, Mgr., Frank Obel Import & Export APS., Funkiavej, 20, DK-2300 Copenhagen S., Denmark. Tel. 01-552075.

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Films, video cassettes

7823000—NORWAY—Recorded 8mm picture films & video cassettes (entertainment). Requesting firm is presently handling automobile tools (Norwegian agent for Shamrock Tools & others), but wants to expand its product range into abovementioned field. Ove Andresen, recently employed co-manager & part-owner of firm, opened Norwegian market for "home movies" with his former employer. 1979 market estimated at some Nkr. 12 million (excluding video tape recorders) & is shared by three companies. Reply to—Ove Andresen, Manager, Novio Agentur A/S, Gladengveien 3B, Oslo 6. Cable NOVIM; tel. (02) 19 65 22.

Visiting Buyers & Officials

NIGERIA—V. G. Melvani of Lagos would like to hear from U.S. manufacturers of **polyester texturized yarn** for large range of products including bedding, fashions, underwear. Contact Theresa E. Rettig, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230; telephone 202-377-3265.

AUSTRALIA—Two Australian businessmen will be visiting U.S. in mid-October and attending the Instrument Society of America Convention and Expo. in Philadelphia. They are interested in obtaining U.S. representation in **electronic instrumentation and microcomputers for process control, potentiometric temperature pressure, flow,** etc. Other lines of interest are thermocouple material and wires, level control and indication instruments. Contact Jim Nader, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230; 202-377-3265.

UNITED KINGDOM — David Tamir of London is visiting the United States to meet with U.S. manufacturers of men's and boy's **sportswear, track suits, sport shorts, jeans and casual trousers, printed and embossed tee shirts, western apparel and other specialties.** Of special interest are jeans that have extra large sizes which include 50-in. waist. Contact Damon Greer, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

UNITED KINGDOM—W. A. Dickson is visiting the U.S. He wishes to act as sales agent for U.S. suppliers of **cotton yarns, polyester/cotton yarns, and polyester/cotton loom state fabric.** The yarns are required for weaving or knitting and the fabric is for finishing in the U.K. Also of interest are industrial and household textiles such as sheeting and fabrics for apparel manufacturing. Contact Damon Greer, U.S. Department of Commerce, Foreign Buyer Program, Room 2322, Washington, D.C. 20230; telephone 202-377-3265.

PAKISTAN—Moosoor Sial of Lahore is visiting the U.S. in search of suppliers for **gas/oil separators, gathering lines, gas treatment equipment, tinplate in prime and waste qualities, small farm tractors having 30-35 HP motors, pesticides used in crop-dusting, scrap iron and steel in HMS 1 and 2 grades, portable air-conditioners, dredging machinery for river beds, scientific and laboratory equipment, and surveying and drawing instruments.** Contact Damon Greer, 202-377-3265, for additional information.

AUSTRALIA—H. Blair of Sydney will be in the U.S. in early October to find a **new or used rollforming machine** with following specs: 2½-3 inch diameter shaft, minimum 12 strands, to be suitable for forming channel sections, girth 18 inches, material thickness up to ⅓ inch in mild steel. For additional information contact Theresa Rettig, U.S. Department of Commerce, Foreign Buyer Program, Room 2322, Washington, D.C. 20230; 202-377-3265.

AUSTRALIA—W. K. Webb of Sydney will visit the United States in September to purchase machinery for **producing veneers and particle board and equipment for the smokeless incineration of sawdust.** Contact Bill Corfitzen, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-2068.

SWEDEN—Mr. Stahl of Stockholm will visit the United States in September to purchase uncomplicated **medical equipment, sterilization equipment for laboratories, and equipment and devices for animal research and breeding.** Represents a small, newly established firm that wants to market products which do not require sophisticated servicing facilities. This buyer may be contacted directly care of Ralph A. Carlson, 231 Rudderton Drive North, Muskegon, Michigan 49445, tel. 616-744-9691. Stahl may also be contacted through Bill Corfitzen, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-2068.

NIGERIA—Taiwo Ogunimalunwa of Lagos seeks U.S. suppliers of **rice, tomato paste, evaporated milk, cement, agricultural and construction equipment, and kitchen, hotel and household electrical fixtures and parts.** Contact Damon Greer, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230, 202-377-3265 for additional information.

FRANCE—Gilbert Barichella of Levallois traveled to U.S. to locate U.S. suppliers of **electronic devices to attract and electrocute insects, electronic gasoline control monitors, smoke detectors, commercial and residential security equipment, and automobile burglar alarms.** Contact Damon Greer, 202-377-3265.

SWITZERLAND—R. Treier will be visiting U.S. in late September to locate suppliers of high frequency **medical instruments** (electrotomes). Contact Damon Greer, 202-377-3265.

AUSTRALIA—J. A. Severn of Sydney will be in the U.S. toward the end of September. He is interested in representing U.S. manufacturers of **electronic components.** He is especially interested in integrated circuits, semiconductors, relays and capacitors. He already represents 3 U.S. companies. For further information contact Theresa E. Rettig, U.S. Department of Commerce, Foreign Buyer Program, Room 2322, Washington, D.C. 20230; 202-377-3265.

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Stanley J. Marcuss, Senior Deputy Assistant Secretary, 377-5491

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W. Dean Moran, Deputy Assistant Secretary

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Merritt Freeman, Acting Director
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Office of Producer Goods, 377-4338
Edward G. Smith, Director
Office of Consumer Goods & Service Ind., 377-3873
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Office of Business Policy Analysis, 377-2496
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Atlanta, 30309, Suite 600, 1365 Peachtree St., NE. (404) 881-7000.

Baltimore, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

Birmingham, 35205, Suite 200-201, 908 S. 20th St. (205) 254-1331.

Boston, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

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Cheyenne, 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2220, Ext. 2151.

Chicago, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

Cincinnati, 45202, 10504 Federal Office Bldg., 550 Main St. (513) 684-2944.

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Columbia, S.C., 29204, Forest Center, 2611 Forest Dr. (803) 765-5345.

Dallas, 75242, Room 7A5, 1100 Commerce St. (214) 749-1515.

Denver, 80202, Room 165, New Custom House, 19th and Stout Sts. (303) 837-3246.

Des Moines, 50309, 817 Federal Bldg., 210 Walnut St. (515) 284-4222.

Detroit, 48226, 445 Federal Bldg., 231 W. Lafayette (313) 226-3650.

Greensboro, N.C., 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 378-5345.

Hartford, 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

Honolulu, 96850, 4106 Federal Bldg., 300 Ala Moana Blvd., P.O. Box 50026 (808) 546-8694.

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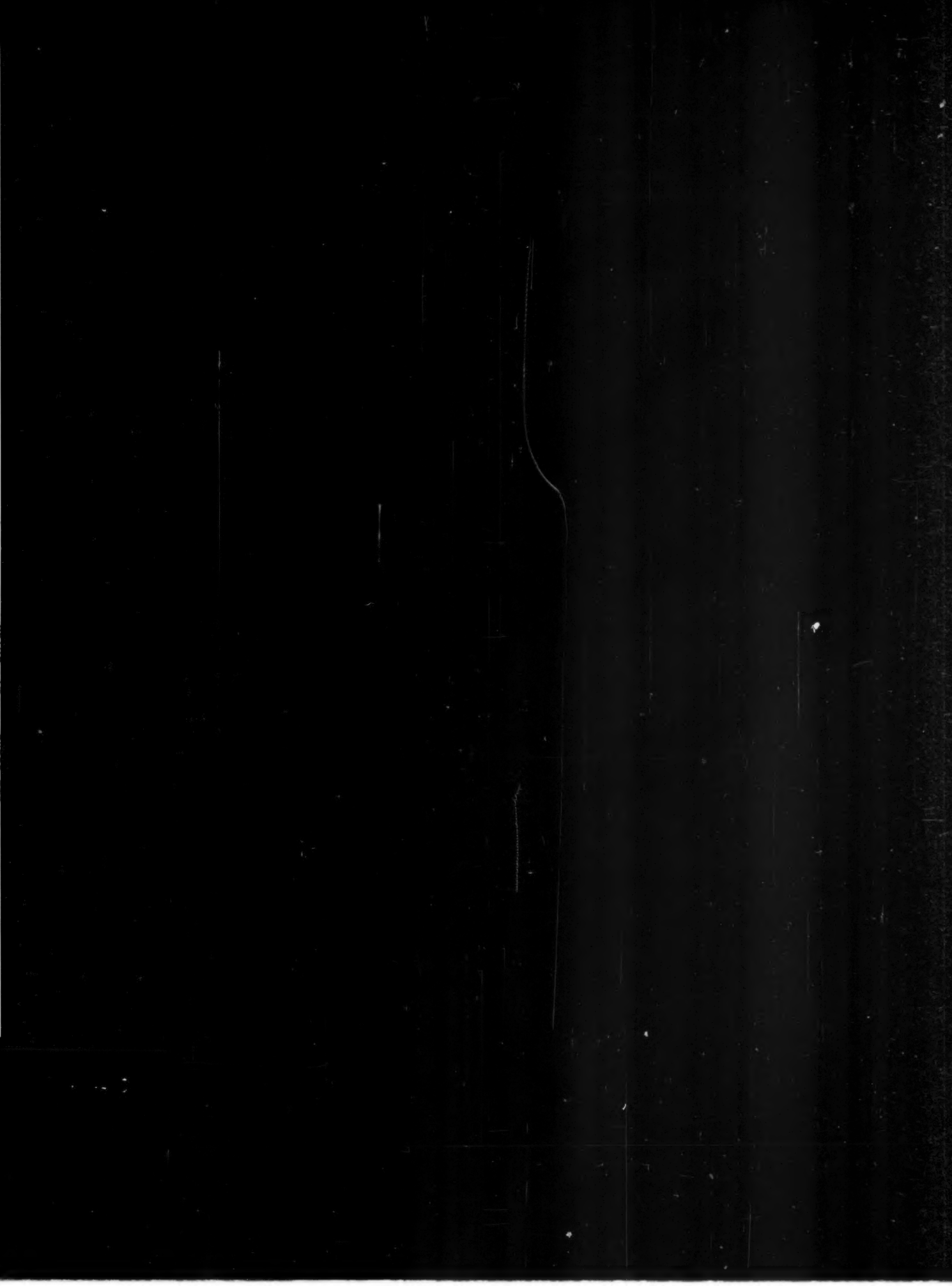
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